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MAR 17 1959

shipping MANAGEMENT



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FEBRUARY, 1959

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CASH



**Twenty-four hours from order to shipment:
They're doing it at the Macmillan Co. . . P. 8**

**Revamped handling
boosts sales and
slices costs at
Torrington . . . P. 10**

**How centralized
packing speeds
shipments at
Borg-Warner . . P. 15**

**The dollars and
sense of freight
insurance . . P. 22**

go-how:

**it moves brass
from Bridgeport**

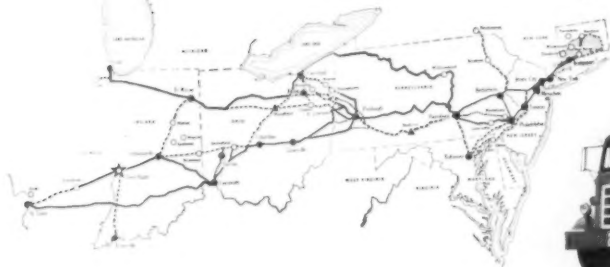
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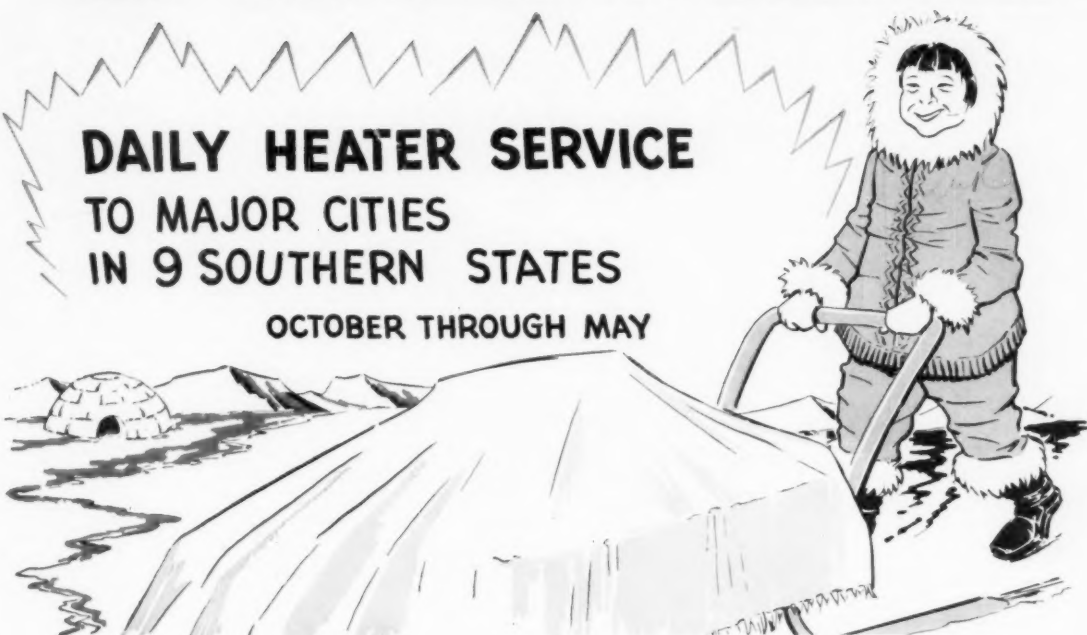
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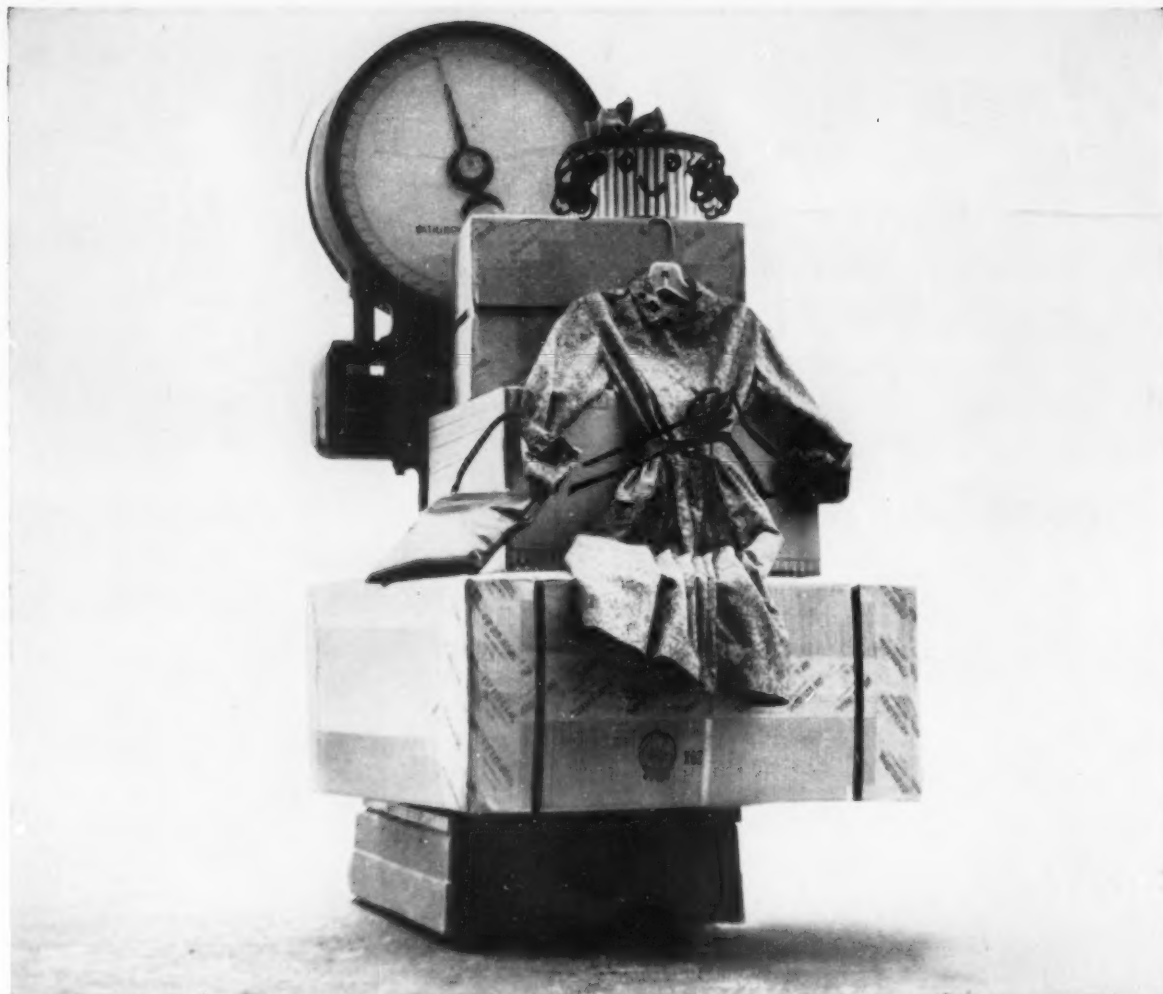
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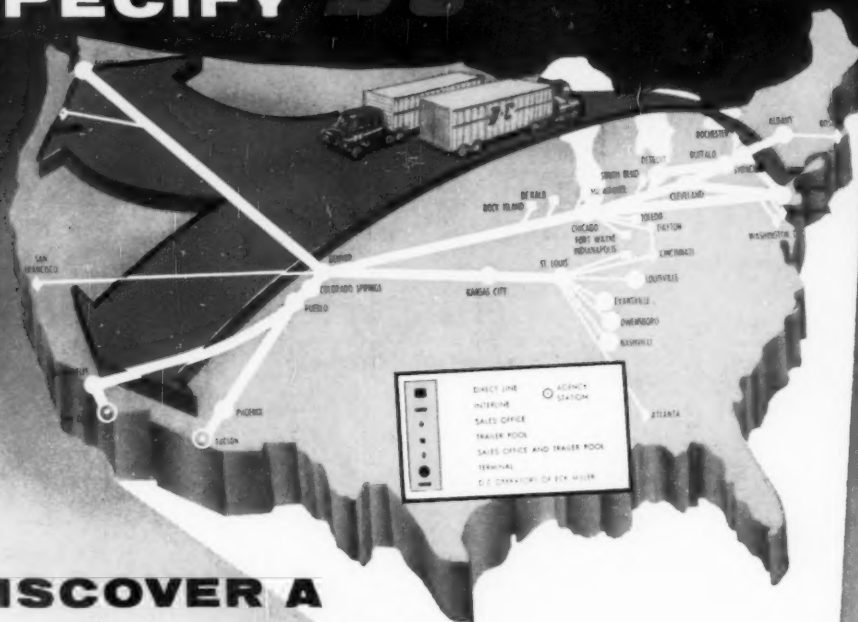
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February, 1959



IN THIS ISSUE....

Containerization problems

The case for closer ties between freight carriers.

24 hours from order to shipment: They're doing it at the Macmillan Company

A consolidated traffic operation, plus a new, ultra-modern distribution center. That's Macmillan's answer to skyrocketing distribution costs and the need for more efficient shipping, receiving, handling techniques.

Revamped handling boosts sales, slices costs at Torrington

At the Torrington Needle Company, a long overdue switch from man-handling to mechanization has not only improved the firm's distribution setup, but sent sales soaring.

How centralized packaging speeds shipments at Borg-Warner

The problem: packing a growing array of export products more safely and speedily. B-W's answer: a centralized packaging operation and standardized containers.

Who's who in air cargo

An exhaustive, up-to-the-minute rundown of the nation's major domestic and foreign air cargo carriers and the addresses of their key offices all over the country.

The dollars and sense of freight insurance

Are your in transit goods adequately insured? Where does carrier responsibility begin and end in the event of loss or damage? From an expert in the field, here are the answers to your key insurance questions.

What you should know about export household moving

With more and more employees being relocated to overseas plants and facilities, the distribution executive will find himself busier than ever handling export household goods shipments. Here's how leading movers are expediting the movement of such consignments.

How to use a chargeback

Copying devices speed labeling at the Jewel Tea Company

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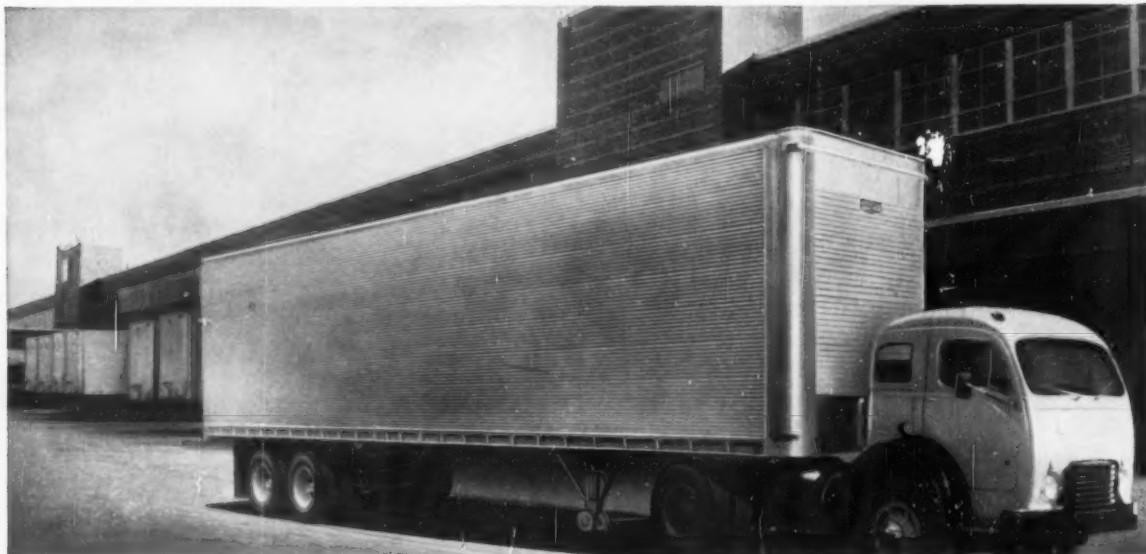


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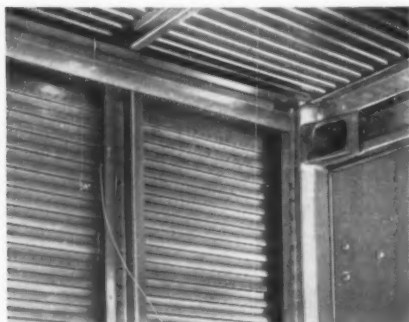


The new 40' straight-frame Lifetime Stainless Volume★Van.

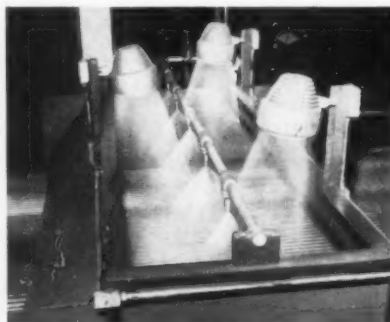
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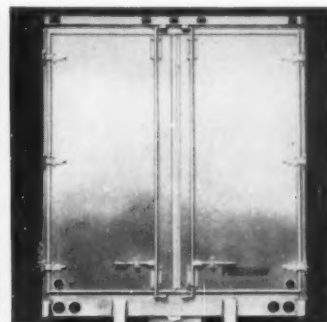
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Containerization problems

Containerization is gaining momentum. A growing array of carriers are either already using shipping-handling systems based on unit loading or planning to do so in the near future. New developments in containerized equipment are coming thick and fast. Most important of all, shippers everywhere are waking up to the enormous potential of containerized shipments as a means of corralling runaway distribution costs and moving their goods at a stepped-up tempo.

Yet, despite the impressive gains that have already been scored by containerization, the method will have "arrived" as a keystone of modern distribution only when the various modes of transportation tie their services together more closely.

Progress in this area has lagged somewhat behind developments in equipment and shipper acceptance of containerization. And unless integration is pushed, it may well retard the whole growth of unit loading as an efficiency-building distribution tool.

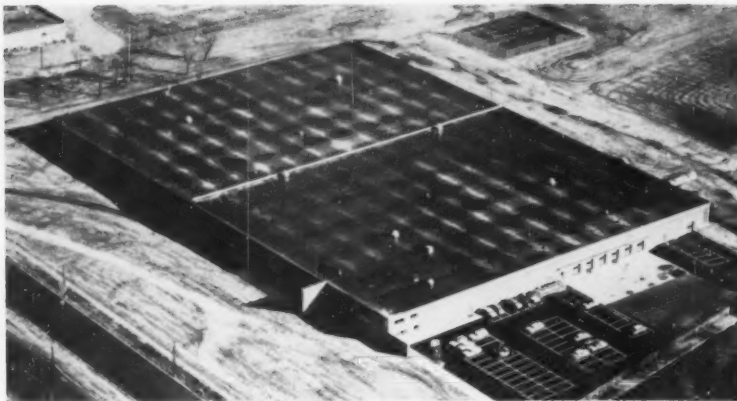
R. L. Mangold, cargo sales manager, United Air Lines, hit the nail on the head recently when he pointed out that, of all the major areas in which the "various types of transport can jointly and collectively improve their services," the development of integrated procedures for the movement of merchandise is one of the most important.

Fred Freund, ATA Traffic Department, and A. Vance Howe, Fleet Sales and Special Products Manager, Fruehauf Trailer Company, have stressed the same point.

But it was Troy Browning, President, Browning Line, who perhaps best summed up the pressing need for closer ties between the various methods of transportation. Declared Mr. Browning, in a recent speech: "With pilferage, damage claims, insurance premiums, terminal, and port charges reduced . . . with the specter of container ownership eliminated . . . with the wholehearted cooperation of rail, truck, and steamship companies to pool, dispatch, interchange, and reduce rates, the consumers' burden of cost of distribution—50 cents of every dollar spent at the retail level—can be alleviated promptly.

"It's about time we got together, cut out the multiplicity of selfish aims, and set up standards of equipment, interchangeability, and rates."

Publisher



Located in Delran Township, New Jersey, Macmillan's ultra-modern facility is a distribution executive's dream. Size: Larger than four football fields. Storage capacity: 10 to 15 million books. Cost to construct: \$2 million.

An automatic frame wrapper device forms boxes and packages as many as 600 books per hour. The unit is typical of the advanced, automated, efficiency-building equipment making Macmillan's center a distribution pace-setter.



Twenty- f

● Centralized distribution is the Macmillan Company's answer to rising transport costs and a mounting demand for more efficient shipping, receiving, and warehousing.

Until last December the giant publishing house stored and shipped its books at six small and widely dispersed facilities located in New York, Boston, Atlanta, Chicago, Dallas, and San Francisco. The completion of an ultra-modern, \$2 million distribution center in Delran Township, New Jersey, however, has paved the way for a drastic revamping of Macmillan's traffic and transportation setup and a reduction in distribution expenditures estimated at close to \$200,000 a year.

The six warehouses have been padlocked. An array of new shipping, receiving, and handling procedures have been developed. And Macmillan's entire distribution operation has been consolidated.

Other benefits attained by the firm through the integration of its distribution activities include:

- More positive inventory control.
- More effective supervision and control of all traffic activities.
- Minimum warehousing labor costs.

"... Our new center will cut distribution costs by an estimated \$200,000 a year and boost shipping and handling efficiency at Macmillan to a new high ..."

four hours from order to shipment: *they're doing it at the Macmillan Co.*

Directing the book publisher's newly centralized distribution operation is Michael Stutano, Delran manager, whose duties—encompassing all facets of traffic and transportation—make him a perfect example of the modern distribution executive.

distribution duties

Responsible directly to Macmillan V-P and General Manager J. B. Bennett, Mr. Stutano oversees a staff of 100 packers, order pickers, traffic employees, and handlers; supervises the movement of all inbound and outbound books, export-import merchandise included; and directs every phase of the sprawling facility's mammoth storage assignment.

Few distribution units in the world today even come close to the New Jersey center in design, construction, and degree of mechanization. The single-story, rectangular structure contains more than 200,000 square feet of floor area—enough space to contain four gridirons placed end-to-end. What's more, the 22-acre site on

which the building stands provides enough elbow room to meet virtually any physical expansion requirement of the company for many years to come.

Never a firm to go off the deep end, Macmillan thought long and hard before it decided to consolidate its distribution operation and erect a new facility to house it. The procedure followed by the concern in selecting a plant site which would offer it all of the traffic-transport advantages it was seeking might well serve as blueprint for firms everywhere to follow in choosing the appropriate location for a new distribution center.

Delran Township was named the site for the Macmillan center only after two exhaustive studies—one conducted by the publisher, the other by a firm specializing in plant location analysis. The key factors considered by Macmillan in the choice of a building location included the proximity of the organization's printers, binderies, and suppliers; nearness to the company's national "bibliographic" center; and the facilities available for shipping to customers all over the world.

The results of both studies indicated that Delran Township suited

the company to a "T". Situated about 10 miles from Philadelphia, it is just three-quarters of a mile from U. S. 130, near the New Jersey and Pennsylvania Turnpikes—an ideal spot for any concern relying extensively on motor freight shipments. Its proximity to Philadelphia, meanwhile, permits the new Macmillan unit to take the fullest advantage possible of that port's excellent harbor facilities. And a topnotch rail line, running right past the plant, rounds out the transport picture at the Delran unit.

storage capacity

Blessed with a prime location, ultra-modern construction, and the most advanced equipment, Macmillan's Delran structure should be a distribution pace-setter in the years ahead. Once it is fully operative, it will have a storage capacity of between 10 and 15 million books, four times that of the massive New York Public Library. What's more, the center will be able to handle an estimated 2,500 book
(Continued on page 34)

revamped handling boosts sales, slices costs at Torrington

● Converting from outmoded manual mh procedures to an up-to-date mechanized handling system, the Torrington Company has boosted its utilization of storage space, stepped up its shipping schedule, and reduced distribution costs sharply.

Of even greater importance, however, is the fact that the Torrington, Connecticut, firm's switch from man-

handling to a mechanized operation has had a profound effect on sales.

One of the nation's prime producers of precision needle rollers, the company now packs its products in metal cans, places the cans—20 to the container—in a cardboard carton, and straps outbound cartons to 26" x 32" disposable pallets. Total weight of each palletized load: 1,500 pounds.

No one is more pleased with the results of Torrington's up-dated packing-handling technique than its sales department. Explains W. J. St. Onge, Jr., the company's advertising manager: "Since needle rollers are purchased in bulk quantities, the new arrangement has added sales appeal to our products.

"What's more, palletization has simplified handling not only at our plant but at customers', and merchandise is reaching its destination in much better shape than previously—two factors contributing substantially to better company-customer relations here at Torrington."

before mechanization

Prior to its introduction of a mechanized handling system, the needle roller producer packed its rollers in cartons. These were then moved from point-to-point—on an individual basis—aboard two-wheel dollies.

Recognizing this procedure as antiquated—especially since many of its customers had already improved their handling techniques and purchased modern mh equipment—Torrington decided to revamp its setup. A key goal, of course, was more effective, less expensive handling. But the belief that shipping pre-palletized loads would make Torrington products stand out among the various items received by customers also played a major role in the firm's decision.

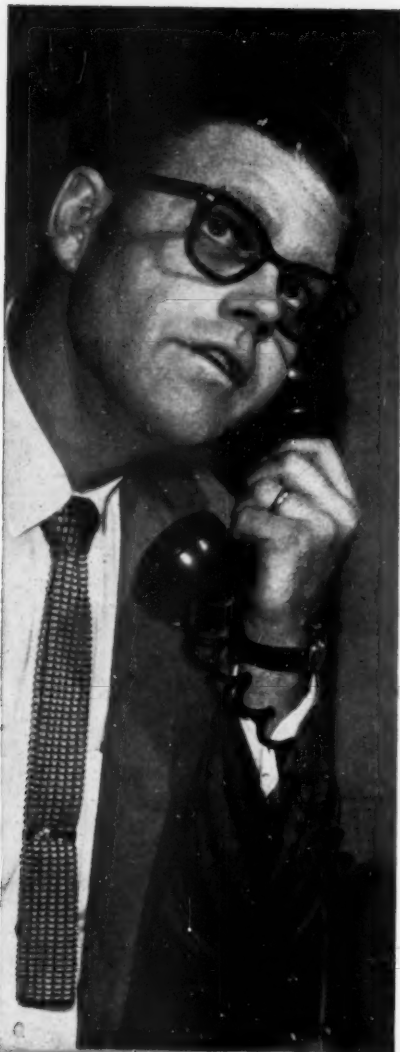
With its two aims in mind, the company proceeded to blueprint a



Pallet loads at the Torrington, Conn., plant are transported to a storage area by the "walkie" truck. Here, an operator high-stacks his load, saving costly storage space and permitting easy access.



Cans of precision needle rollers are packed in corrugated cardboard cartons at the end of the roller-conveyor line. Filled cartons are then strapped to the pallet, two cartons to each disposable pallet.



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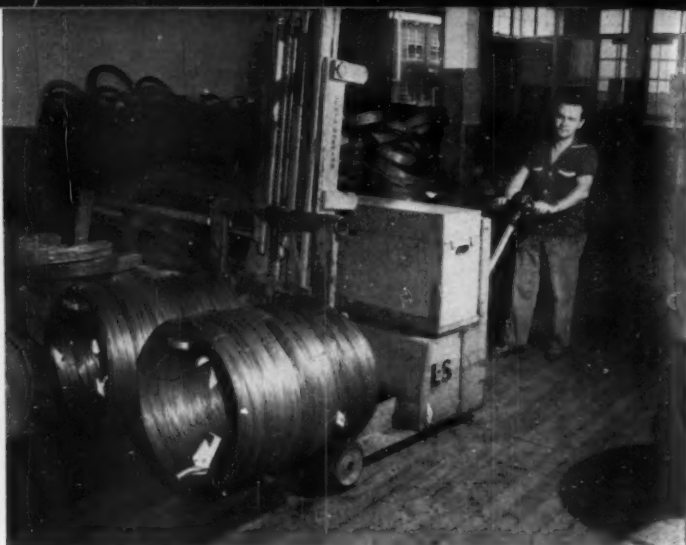


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February, 1959



Outgoing carriers are loaded with needle rollers by the "walkie" truck, which has a capacity of 3000 pounds. Note how the "walkie" can enter right into the truck, eliminating slow manual handling.



Another "walkie" truck operates in the storehouse, carrying wire coils and other raw materials to the production area. During busy periods, this truck is transferred to the shipping room of the plant.

new handling operation, based squarely on a pair of power-packed walkie industrial fork lift trucks. The units currently in use at the New England concern are capable of stacking palletized loads to heights of up to 14 feet. Moreover, since each device is less than 40 inches wide, it can maneuver perfectly in even the most congested areas.

One industrial truck is on duty in Torrington's shipping room throughout the work week. Its assignment? To load palletized goods onto outbound motor vehicles. The other, meanwhile, operates primarily in the company's storage area, transporting wire coils on its forks.

As an outcome of its sweeping modernization program, Torrington

has not only boosted its available storage space to new levels, improved its shipping operation, and slashed handling costs, but has also realized its goal of increased sales through palletization. Company officials report that customers definitely like receiving their rollers in pre-palletized loads and are showing their appreciation by buying more needle rollers.

polystyrene pack expedites typewriter consignments

Shipments of delicate electric typewriters from the Royal McBee Corporation's Hartford (Conn.) plant are moving more safely, speedily, and economically than ever before, since the concern switched to a lightweight, form-fitting "polystyrene pack."



The new packing tips the scales at 3½ pounds and serves as a complete

shipping container for the 47-pound typewriter. Prior to the development of the improved unit, Royal McBee shipped its machines in heavy, reinforced containers weighing almost 9 pounds.

According to officials of the firm, the prime advantage of the improved packaging procedure is that it affords added protection to in transit typewriters. The compact case is molded "cocoon style" inside to fit every contour of the typewriter so perfectly that the machine is held securely in place during even the roughest trip. In addition, the expanded polystyrene material used in the case is highly shock absorbent and soaks up potentially damaging impacts instead of transferring them.

combining separate shipments floors firm's air cargo costs

The Radio Corporation of America really knows how to get full value for its air cargo dollar. How? By combining separate shipments of electronic components and achieving substantial bulk-rate savings.

For example, air consignments

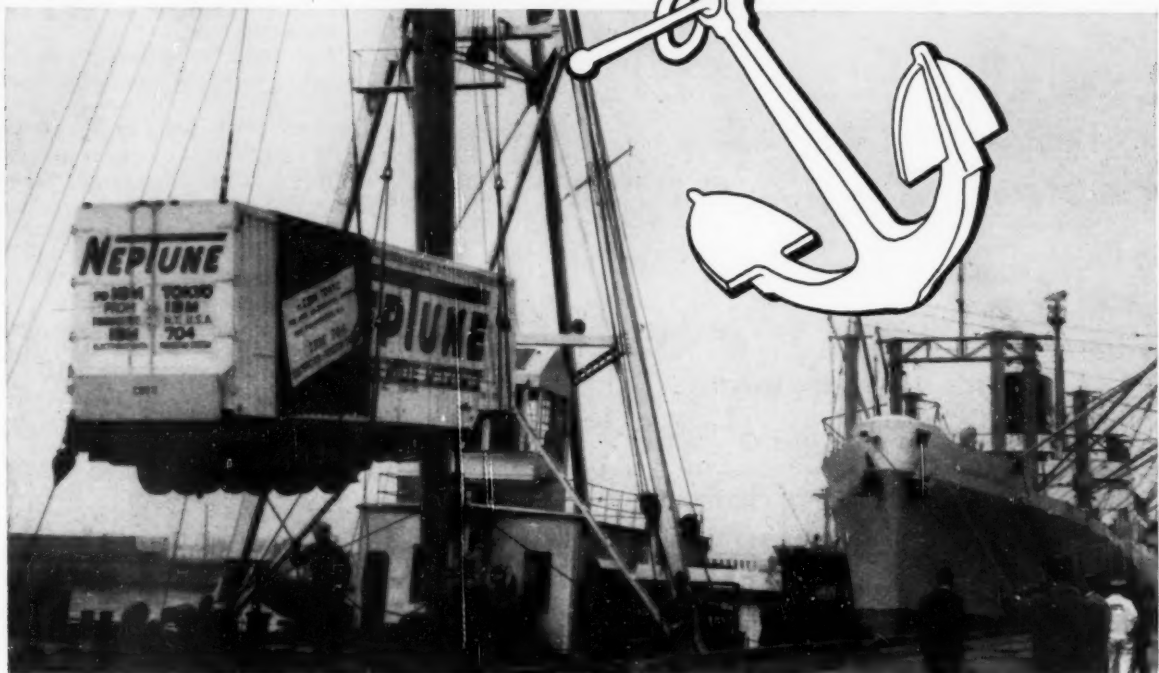
moving from RCA's West Coast suppliers to the company's Camden, New Jersey, plant are delivered individually to a trans-continental carrier. The carrier, however, rates all RCA shipments received on the West Coast during a single day as one consignment.

Thus, the total weight of the individual shipments equals one higher-weight, lower-rate unit—and a significant reduction in air freight expenditures for RCA.

lift truck's centering fork facilitates pallet handling

Handling personnel at Bauer & Black in Chicago had a problem. Looking for a way to stack three-stringer, double-faced pallets more effectively, they just couldn't seem to find a mh device capable of doing the job. So they huddled, decided what kind of device they needed, drew up a blueprint, and had one of the nation's leading mh equipment manufacturers design the type of unit best suited to their requirements.

SEAGOING TRAILER



SAILS FOR JAPAN!

To transport a 15-ton electronic data processing system 10,000 miles by land and sea, Neptune devised a unique moving method. The delicate electronic equipment was loaded uncrated in a Neptune "Giant Condor" trailer at the Poughkeepsie, N.Y. plant of IBM . . . driven to San Francisco where the 45,000 pound loaded trailer was slung aboard an American President Lines' ship . . . delivered at the port of Yokohama, Japan and driven to Tokyo. At no time in transit were the computers removed from the trailer.

This giant moving project was directed and handled from origination to final destination by qualified Neptune specialists. The operation is another example of how Neptune is meeting the exacting requirements of industry, the military and business for moving large, heavy or fragile shipments across the country and around the world.

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February, 1959

13

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Today a pallet centering fork—attached to a straddle lift truck—is lifting handling operations at the surgical supply house to a new high in speed and economy. Mounted between the straddle device's forks, the special component engages the middle stringer of the pallet and centers it on the truck's forks.

Each pallet, consequently, may be tiered in perfect alignment with the pallets beneath it with a minimum of time-consuming, costly truck maneuvering.

**turntables in shipping room
 floor beat truck tie-ups**

Ever think of using turntables mounted in your shipping room floor to eliminate costly truck tie-ups and expedite loading and unloading? The 7-Up Bottling Company has—and the results are eye-opening!

Installed in the shipping area of 7-Up's Los Angeles plant, three 18-foot turntables have virtually remade the facility's loading and unloading operations. Each incoming truck now drives right onto a turntable. Once it is in place, a fork truck takes up a position on the side of the vehicle facing out and begins replacing palletized cases of "empties" with newly-bottled 7-Up.

This assignment completed, the fork truck operator next trains a spotlight on a highly-sensitive electric eye. Turntable and truck then swing around and the other side of the vehicle is ready to be stripped of its "empties" and loaded with filled bottles.

So effective is the new arrangement that the 7-Up plant is currently loading up to 35,000 cases of soda aboard some 60 trucks daily. Thanks to the unique development, moreover, handling costs have been cut substantially and bottle breakage is at an all-time low.

office cost-cutter

Underscoring the importance of reduced paperwork to any company and outlining the steps which may be taken to reduce clerical work and other office costs, *Integrated Cost Control In the Office* is "required reading" for the distribution executive. Published by McGraw-Hill, the volume features a simple cost control blueprint upon which an effective paperwork-reduction program may be based. Price: \$7.50.

HOW centralized packaging SPEEDS SHIPMENT AT BORG-WARNER

● An alert, tautly run protective packaging program is the solid foundation on which the Borg-Warner International Corporation has built one of industry's most successful global distribution operations. Keystone of that program? The highly centralized export packing project conducted by the company at its Auburn (Ind.) Packing and Boxing Plant.

Under the system Borg-Warner has developed for the safe, sure, and swift movement of its overseas consignments, a wide variety of products from most of the firm's 31 domestic divisions are forwarded for export to the Auburn facility. There they are processed, packaged, and shipped to foreign customers.

The result, asserts Borg-Warner of-

ficial James Carr, is a new efficiency in the packing and handling of the concern's foreign shipments and a marked reduction in labor and material costs over former procedures.

Despite its huge success, however, there is nothing at all complicated about the Borg-Warner operation. It begins with the dispatch of copies of upcoming export orders from Borg-Warner headquarters in Chicago to the Packing and Boxing Plant. Alerted well in advance as to the type of merchandise it will be called upon to pack, its time of arrival, the quantities involved, and the name and address of the firm for whom the merchandise is destined, the Auburn unit is ready to swing into action the moment the goods arrive.

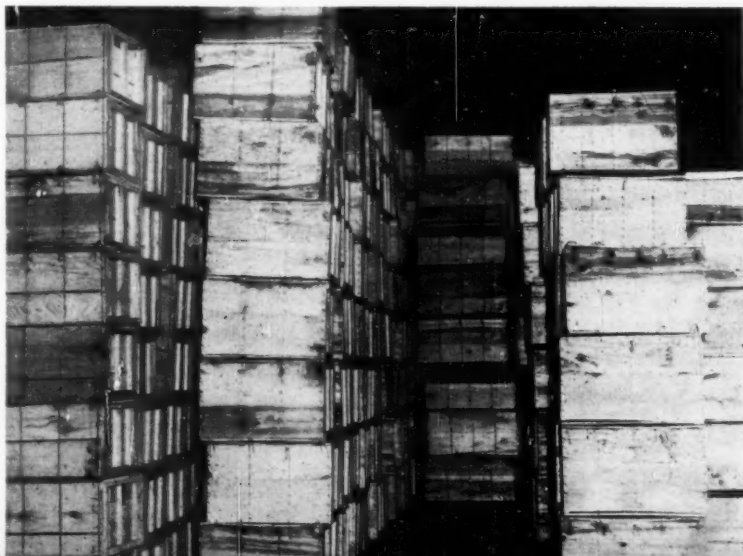


Worker fits varied consumer packages into one wirebound master container for export.

This close liaison between HQ and Auburn is an all-important feature of Borg-Warner's unique approach to export packaging. Since the Packing and Boxing Plant is rarely caught off balance by a totally unexpected export packing job, it is able to keep outbound goods flowing smoothly and economically to all parts of the world.

A second clue to the top-notch efficiency of the company's program, meanwhile, lies in its success in standardizing the wirebound master shipping containers it employs in its foreign distribution activities.

Today the firm utilizes only 10 different container sizes in its export op-



Some of 10 sizes of wirebounds used for export shipments are high-stacked in storage.

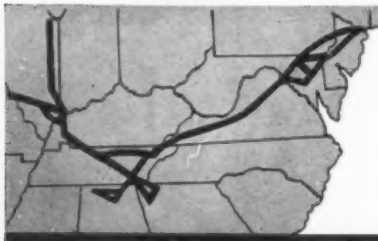
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16

erations. There is virtually no overseas-bound item manufactured by Borg-Warner which will not fit at least one of the Packing and Boxing Plant's "masters", ranging in capacity from 1 1/3 to 28 7/13 cubic feet.

Despite the diversity of the products they pack, Auburn's well-trained, highly experienced packaging personnel have become so adept at their jobs that they can easily determine which container size best suits a given order from the standpoint of shipping ease, maximum in transit protection, and minimum tare weight and displacement.

Aside from the substantial labor and material economies attained by the Borg-Warner International Corporation through the consolidation of its export shipments at Auburn, the company has also registered a number of other important gains. Thanks to consolidation, loss of small packages in transit has been cut drastically. Export shipments, moreover, have been endowed with added protection against handling and stowage hazards. And the receipt by consignees of whole orders—rather than a few components at a time—has won for Borg-Warner International the good will and respect of customers around the globe.

boltless racks and shelves lift refinery's storage room

Versatile enough to meet any warehousing situation, boltless racks and shelves are enabling the Tidewater Oil Company's Delaware Refinery to make maximum use of available storage space. Shelf layouts, instead of being frozen in outmoded arrangements, are always up-to-the-minute and arranged for the most efficient allotment of room.

Storing a wide variety of items ranging from small industrial pins to mammoth turbines, Tidewater's warehouse consists of 27 bays, each 24' x 72'. Total floor space: 45,656 square feet.

rack dimensions

The individual rack sections employed by the refinery are 5' wide, 4 1/2' deep, and 9' high. Approximately 12,000 items—some of them weighing as much as 400 tons—are stored on these components.

To facilitate the handling of the more than five tons of material moving into and out of the warehouse daily, the Delaware Refinery has established a highly successful spot location system. The wide front surfaces of all rack cross pieces are



marked with appropriate location numbers—markings large enough to be seen easily even from several yards away.

traffic executive in ideal spot to save company money

Traffic is "one of industry's few remaining controllable costs. The traffic executive, consequently, is in an ideal position to save his firm money."

So says Dr. John H. Frederick, head of the University of Maryland Department of Business Organization. Labeling traffic a key unit in any company today, Dr. Frederick urges top management 1) to keep its traffic executives abreast of all company developments, and 2) to bestow on its traffic executives a high place in the company chain of command, so that they may deal more effectively with high ranking officials of the firm.

Explaining how traffic-transport costs can be cut, Dr. Frederick emphasizes the importance of an integrated approach to distribution. Concludes the University of Maryland business expert: "In the final analysis, total transportation cost control does not consist simply of a low rate by a reasonably rapid route, but rather of a program of close supervision over all transportation activity, both incoming and outgoing."

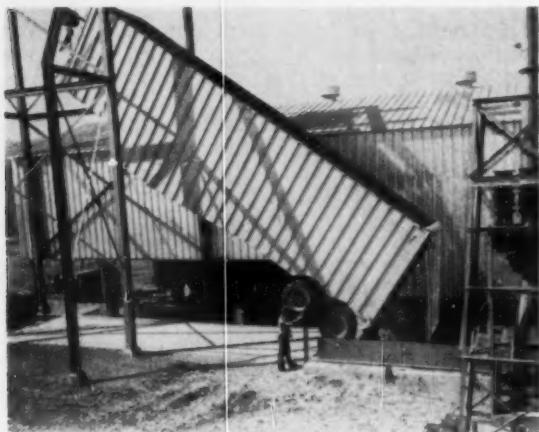
air cargo guide

The "why," "how," and "when" of sky freight are explained in a new 16-page booklet currently available from United Air Lines. Facets of air cargo explored by the illustrated guide include reserved air freight space; coordinated assembly and distribution; pre-numbered air bills; and special air services.

Our apologies to Sten•C•Labl, Incorporated. The company's correct address is Dept. SM-1, 1821 University Avenue, St. Paul, Minnesota. Patent: #2,771,026.



Waldorf Paper Products of Missoula, Montana, has floored its unloading problems with a fleet of giant 40-foot Fruehauf "stand-'em-on-end" open top steel vans. Employed in the over-the-highway transport of wood chips, the vehicles feature a unique tapered drop design which facili-



tates loading and unloading. When dumping their loads, the trailers — resting on pivot bars located below their rear doors — are elevated at a 25-degree angle with block and cables, facilitating unloading operations and slashing handling costs significantly.

Note this upward revision of motor carrier rates and charges covering freight moving within the New England area. Interstate commodity rates and Rhode Island intrastate commodity rates have been upped as follows:

Under 6,000 pounds—seven cents
 6,000 to 19,999 pounds—five cents
 20,000 to 27,999 pounds—two cents
 28,000 pounds or over—one cent
 Minimum charges are up 15 cents each, while all accessorial fees are up by 5-1/2 percent.

Strickland Transportation has received ICC permission to inaugurate direct motor freight service between points in Texas

and New Orleans . . . Cooper-Jarrett has just received 25 new Highway Econovans. With headquarters in Chicago, the carrier's routes cover a number of states and encompass several of the nation's largest industrial centers. Company terminals are located in Chicago, Cleveland, Kansas City, Philadelphia, Trenton, Jersey City, and Wallingford, Connecticut.

International Harvester has begun the construction of a new truck branch in Van Nuys, California, its eighth in the Los Angeles area . . . Gateway Transportation has announced the purchase of the Northern Transport Company of Green Bay, Wisconsin. Northern operates terminals at Fond du Lac, Green Bay, Manitowac, Marienette, Milwaukee, Neenah, Oshkosh, and West Bend. Also acquired by Gateway: Anchor Transfer and Storage of Fond du Lac.

They're off! The first of Associated Transport's 12 new Mack diesels is shown here as it moved out on its maiden trip.



Oops! Our error, The Regular Common Carrier Conference has established a news bureau at 250 Park Avenue, New York, rather than at 1625 Eye Street, Northwest, Washington, as stated in our December issue.



Looking for a sure-fire way to cut damage on your truck dock? Here are some pointers outlined by William Solack, chairman of the ATA's National Committee on Freight Loss and Damage, at a recent meeting of the organization:

1. Dramatize sound handling, in an all-out claims prevention program, through the use of films and slides.
2. Illustrate and explain graphically the real meaning of damage costs to the whole company.
3. Instill proper attitudes by combating complacency with regard to loss and damage.

Upcoming: lightning-fast piggy-back service, enabling shippers to move their merchandise from coast-to-coast in less than 48 hours. That's the prediction made by Mike Forgash, chairman of the board of the Freight Forwarders Institute.

Motor carriers will play a tremendously important role in these piggy-back operations, Mr. Forgash emphasized, since reasonably free and unimpeded development of piggy-back may be the "greatest feeder and generator of traffic they have ever experienced."

Three special trailers, designed for rapid conversion to open-top operations, have been purchased by Consolidated Freightways . . . Increased motor freight rates, ranging all the way up to 22 percent above former rates, have gone into effect within the province of Ontario and on certain routes linking Ontario and Quebec.

Pilot Freight's bid to purchase the Arlington Transportation Company of Cranston, Rhode Island, has been OK'd by the ICC. Arlington is authorized to transport general commodities from New York to Massachusetts, Rhode Island, and Connecticut. Cities served by the carrier include Boston, New Haven, Bridgeport, and Providence.

Available to shippers: an Interstate Commerce Commission bulletin dealing with motor transport regulations governing movements to and from points in Alaska . . . The Association of Motor Freight Managers, Minneapolis, has affiliated with the Oper-

ations Council of the American Trucking Associations.

Key motor carrier meetings coming up include the National Classification Committee session, Washington, February 3; the Regular Common Carrier Conference confab, Washington, February 11; and the Common Carrier Conference, Irregular Routes, New Orleans, March 11.

Better service for shippers and closer coordination of line-haul operations have been attained by Ringsby Truck Lines — thanks to a new, 2,700 mile private telephone network connecting 13 major Ringsby terminals from Chicago to Los Angeles with Denver . . . Handling an ever-growing amount of motor freight, the Denver Chicago Trucking Company has added a new work-force of power-packed International Harvester vehicles to its over-the-road fleet. D-C officials report that the new units will be utilized primarily on the company's high-speed Chicago-West Coast run.

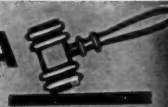
Fast, dependable, over-the-road transportation is playing a key role in the nation's all-out post-recession recovery drive. More than 10 million motor vehicles are currently hauling 99.9 percent of all poultry shipped in the U.S.; 90 percent of all household goods; 80 percent of all new automobiles; and 52 percent of all fresh fruits and vegetables.

Designed to speed up the handling and processing of shipments, Consolidated Freightways' new San Leandro, California, terminal is moving into high gear. Three million pounds of freight, passing through 80 ultra-modern loading bays, may now be handled every 24 hours.

Ring the bell is this recent comment by J. Robert Cooper, ATA president: "In their own true interest, shouldn't every transportation group pursue policies like these in '59? 1) Make no effort to soak a competing form of transport with more taxes. 2) Strive to improve service to shippers and receivers. 3) Work more closely with other forms of transportation."



MOTOR CARRIER DICTA



BY DAVID AXELROD

operating rights construed

In a number of cases, recently, the Commission has had occasion to construe operating rights.

Authority to transport "automobiles, tractors, chassis, bodies and parts thereof" was held not to include the right to haul road-building and earth-moving machinery where there was permanently affixed a revolving platform, a cab and a boom, all for powering many attachments used in construction work.

Authority to haul "heavy machinery and commodities, which, because of size or weight, require special handling or the use of special equipment" was held to include the right to transport dredging pipe, shore pipe, pontoons and other related dredging equipment and supplies.

In a most important precedent, the Commission has concluded that authority to transport "general commodities requiring special equipment" does not include the right to haul guided missiles that are packed, mounted and shipped on specially built, government-owned trailers.

Authority restricted to operations for persons "who operate wholesale grocery houses, the business of which is the sale of food" was held not to include the right to haul wine for a producer, bottler and seller, on the ground that a wine seller is not engaged in the business of selling food.

interchanged trailer damage

After the owner of a trailer had interchanged it with another carrier, the equipment was destroyed by fire. The owner, basing its legal action on a "custom of the trade" (that the one in possession was responsible for the loss), recovered the value of the trailer, under a recent decision of the Pennsylvania Superior Court. It was pointed out by the Court that under the custom applicable to interchange, a carrier could accept freight for delivery in full trailer lots to a consignee anywhere in the United States. Any loss or damage after acceptance

was to be governed by the usage and custom of the trade, unless there was an agency agreement whereby the owner of the equipment would assume the responsibility of the loss or damage to its own equipment while in the possession of another carrier on interchange.

exempt operations

In denying a certificate to transport juices, in bulk, in tank vehicles, on the ground that the existing service was adequate, Division 1 reiterated the fact that fresh and frozen citrus juices are non-exempt agricultural commodities. At the same time it determined that authority to haul "citrus products, not canned and not frozen, in mechanically refrigerated vehicles" includes the right to transport citrus juices, in bulk, in tank vehicles, provided that the tankers are equipped with mechanical refrigeration.



operating authorities

In a recent case, although a common carrier sought authority to haul from an entire city, the Commission nevertheless granted it the right to transport the requested commodities only from the site of the shipper's plant, since only one shipper sup-

ported its application, on the ground that it was felt that a grant embracing all points in the city would make available motor carrier service at a number of points of origin for which no need had been shown. This would, in turn, cause traffic to be diverted from protesting rail carriers.

Where an applicant sought to revise its certificate, the Commission found that there was no provision of the ICC Act which prevented it from authorizing service in terms of the type of vehicles to be used, or the type that might not be used.

Accordingly, the commodity description in the carrier's certificate authorizing "commodities requiring refrigeration" was rephrased to read "commodities moving in vehicles equipped with mechanical refrigeration."

unauthorized transportation

In a recent case, the Commission ordered the cessation of a subterfuge arrangement whereby a salt refiner would sell salt to a motor carrier, and the latter would then sell it to the salt refiner's customers. The carrier which did not have authority to haul salt contended, unsuccessfully, that its primary business was that of a salt seller.

In another case involving an investigation proceeding, motor carrier operations were performed under purported leasing arrangements, but the Commission found them to be for-hire transportation. In this case, a rental company and certain vehicle owners were found to have engaged in the transportation of property for compensation without authority.

The Commission felt that bona fide private carriage, which, by nature, stems from the initiative of a shipper rather than someone else, did not require (1) such a complicated plan of operation as was undertaken by the rental company and the vehicle owners, and (2) shipper participation in such a plan.

WHO'S WHO IN AIR CARGO



● Air freight problem requiring expert advice? Looking for complete data regarding the routes and services offered by leading domestic and international air cargo carriers?

The following roster of major airlines and the location of their key offices should prove invaluable in helping you find the answers to your most pressing air cargo puzzlers. Keep it handy. You'll probably have occasion to refer to it frequently in the months ahead.

Aerovias Sud American—HQ: St. Petersburg-Clearwater International Airport, St. Petersburg, Florida. Cargo offices: Chicago, 608 South Dearborn Street; New York, 30 Church Street.

Air France—HQ for North, Central, South American Division: 683 Fifth Avenue, New York. Cargo offices: Boston, 493 Boylston Street; Chicago, 22 South Michigan Avenue; Dallas, 1802 Main Street; Los Angeles, 510 West 6th Street; Miami, 326 East Flagler Street.

Alitalia—U. S. HQ: 666 Fifth Avenue. Cargo offices: Boston, 16 Providence Street; Chicago, 2 East Monroe Street; Philadelphia, 214 South 16th Street.

Allegheny Airlines—HQ: National Airport, Washington. Cargo offices: Baltimore, Friendship Airport; Cleveland, The Cleveland Hopkins; Detroit, Detroit Metropolitan Airport; New York, Newark Airport.

American Airlines—HQ: 100 Park Avenue, New York. Cargo offices: Boston, 470 Atlantic Avenue; Chicago, The Prudential Plaza; Dallas, 3406 Republic Bank; Los Angeles, 523 West 6th Street; Miami, 1640 DuPont Building.

Avianca—U. S. HQ: 6 West 49th Street, New York. Cargo offices: New York, 342 Fifth Avenue; Miami, 9 McAllister Arcade.

Braniff International Airways—HQ: Love Field, Dallas. Cargo offices: Chicago, Palmer House; Dallas, 211 North Ervay; Los Angeles, 900 Wilshire Boule-

vard; Miami, 35 N.E. Third Street; New York, 630 Fifth Avenue.

British Overseas Airways Corporation—U. S. HQ: 530 Fifth Avenue. Cargo offices: Boston, 78 Arlington Street; Chicago, 69 East Madison Street; Dallas, 1740 Mercantile Dallas Building; Detroit, 1239 Washington Boulevard; Los Angeles, 530 West 6th Street; Miami, 20 McAllister Hotel Arcade; Montreal, Montreal Airport; Washington, 1124 Connecticut Avenue, North West.

Capital Airlines—HQ: National Airport, Washington. Cargo offices: Atlanta, 10 Forsyth Street; Buffalo, Hotel Statler; Chicago, State & Monroe Streets; Detroit, 1248 Washington Boulevard; Philadelphia, 1606 Walnut Street.

Continental Air Lines—HQ: PO Box 9063, Denver. Cargo offices: Albuquerque, Kirkland Field; Austin, Municipal Airport; Chicago, 6054 South Cicero Avenue; Dallas, Love Field.

Delta Air Lines—HQ: Municipal Airport, Atlanta. Cargo offices: Baltimore, Lord Baltimore Hotel; Chicago, 67 East Monroe Street; Cincinnati, 1235 Fifty-Third Building; Dallas, 530 Mercantile Building; Miami, 300 N.E. First Street; New York, 30 Rockefeller Plaza.

Eastern Air Lines—HQ: 10 Rockefeller Plaza, New York. Cargo offices: Atlanta, Atlanta Airport; Boston, Logan International; Chicago, Midway Airport; Miami, International Airport; Washington, National Airport.

El Al Israel Air Lines—U. S. HQ: 545 Madison Avenue, New York. Cargo offices: Chicago, 37 South Wabash Avenue; Los Angeles, 523 West 6th Street; Montreal, 620 Cathcart Street.

Flying Tiger Line—HQ: Lockheed Air Terminal, Burbank, California. Cargo offices: Boston, Logan International; Chicago, 5833 South Central Avenue; New York, Newark Airport.

Airovios Mexico—U. S. HQ: 44 Columbus Hotel Arcade, Miami. Cargo offices: New York, 60 East 42nd Street.

Iberia—U. S. HQ: 339 Madison Avenue, New York. Cargo offices: Chicago,

55 East Washington; Los Angeles, 530 West 6th Street; Philadelphia, 123 South Broad Street.

Irish Air Lines—U. S. HQ: 444 Madison Avenue.

Japan Air Lines—U. S. HQ: 2 West 46th Street, New York. Cargo offices: Chicago, 60 East Monroe Street; Los Angeles, 513 West 6th Street; San Francisco, 45 Grant Avenue; Washington, 1000 Connecticut Avenue, NW.

KLM Royal Dutch Airlines—U. S. HQ: 430 Park Avenue, New York. Cargo offices: Boston, 80 Boylston Street; Chicago, 62 East Monroe Street; Dallas, 209 Browder Street; Los Angeles, 3478 Wilshire Boulevard; Miami, 309 North East First Street.

Lanica—U. S. HQ: Miami International Airport. Cargo offices: New York, 1270 Avenue of the Americas.

Linea Aeropostal Venezolano—U. S. HQ: 781 Fifth Avenue. Cargo offices: Miami, 332 Biscayne Boulevard.

Lufthansa—U. S. HQ: 555 Fifth Avenue, New York. Cargo offices: Boston, Statler Office Building; Chicago, 81 East Monroe Street; Dallas, 1907 Elm Street; Los Angeles, 530 West 6th Street; Miami, 21 McAllister Arcade.

Mohawk Airlines—HQ: Oneida County Airport, Utica. Cargo offices: Boston, Logan International Airport; Buffalo, Municipal Airport; Newark, Newark Airport.

National Airlines—HQ: International Airport, Miami. Cargo offices: Boston, Logan International; New York, 80 East 42nd Street; Philadelphia, International Airport; Washington, National Airport.

Northeast Airlines—HQ: Logan International Airport, Boston. Cargo offices: Miami, International Airport; Montreal, Dorval Airport; New York, LaGuardia Airport; Washington, 1415 I Street, NW.

Northwest Orient Airlines—HQ: 1885 University Avenue, St. Paul. Cargo offices: Boston, 60 State Street; Chicago, 100 South Michigan Avenue; Dallas, 209 Browder Street; Los Angeles, 512

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and sense
of
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● How do you ship—by truck, air, rail, water, parcel post?

Whatever your method, you can save your company dollars, as well as equally valuable time, by a thorough understanding of the "ins" and "outs" of insurance on your shipments.

Spurred by mounting freight bills, traffic managers are switching routings as never before. Each change means exposure to new and possibly unfamiliar shipping hazards. No matter what claim you may have against a carrier, a transportation floater policy can save you time and money when something goes wrong enroute. The insurance company will pay up, then claim from the carrier, eliminating your delay in being reimbursed.

John F. Lane, vice president of New York's John C. Weghorn Agency, points out that knowledge of exactly what insurance covers and when it begins and ends is vital to today's distribution executive. "Many shippers think that goods in transit are protected fully by the carrier," he says. "This, of course, is not so."

Causes of damage and loss to shipments range from simple negligence to outright dishonesty, from human error to acts of God. Mr. Lane explains, adding that no form of transportation is immune to accidents. Weather is the greatest single cause of transportation losses.

safeguarding shipments

How to protect your shipments and your company? A transportation floater, Mr. Lane suggests. This flexible policy can vary from named perils to all risks. The form most desirable for you depends on the commodities you ship and the risks involved.

"A typical, simplified, all risk transportation form automatically insures against all risks of physical loss or damage from any cause while in transit except: those by mail, infidelity of messengers, export and import shipments, loss or damage by delay, loss of market, gradual deterioration or wear and tear, neglect of the assured to use all reasonable means to save and preserve property, and the usual hazards of confiscation, insurrection and war, including radioactivity resulting from a weapon of war. Also excluded are money, jewelry, securities and certain other papers.

"The standard policy generally covers shipments anywhere in the United

States and Canada, and it can be extended to cover Alaska and Newfoundland, in custody of rail, express or motor carrier. It can also be extended to cover shipments in the custody of coastwise carriers. However, the limits of these clauses should be checked closely. Transit through the Panama Canal is excluded and a special policy becomes necessary for a company whose shipments go through the canal."

special insurance posers

Special insurance problems come up in many everyday situations, Mr. Lane stresses, and these problems may cost you money if you overlook them or if you're not sure of what your insurance will do for you.

"Incoming material is going to be held over for processing and transshipment enroute to the plant. Has provision been made for insurance to cover the stopping-off period? The policy may need to be specifically extended to cover such processing risk.

"A shipment has a special time value, or is exceptionally costly. Will it move under a system of hand-to-hand receipts? Getting a record of transfers adds slightly to the freight charge, but may well be worth the cost.

"A shipment is moving F.O.B. What is involved? When the assured buys F.O.B., his transit policy can be extended to cover his interest, which begins as soon as the shipment is put in the hands of the carrier.

"When the assured sells F.O.B., his interest ordinarily ceases when he turns the shipment over to a carrier. But what the seller has done is to create an account receivable, and he wants to be paid as soon as possible. That hinges on delivery. The seller can cover himself against delay in getting paid by having his policy extended to cover the value of the shipments.

"In case of loss or damage, is recovery of actual cost sufficient? The carrier pays only actual cost. Transit insurance covers full invoice value.

"But how about parcel post? Doesn't the post office insure packages? Yes, it does, and because it does, the transportation policy does not cover shipments in custody of the post office. However, a transportation floater protects a shipment en route

TRUCKMEN'S AND MOTOR CARRIERS' LIAB.		DAILY REPORT AND/OR AGENT'S RECORD																			
Company		Company																			
<p>Named Assured and Address:</p> <p>Policy Period: _____ To: _____</p> <p>From: _____ To: _____</p> <p>at rate: _____ per day of insurance</p> <p>PREMIUM: _____ RATE: _____ AMOUNT: _____</p> <p>In consideration of the stipulations herein named and of the premium above specified the Company does hereby insure the above Named Assured, hereinafter called the Assured, whose address is shown above from the inception date shown above at _____ (standard) time, to the expiration date shown above, at _____ (standard) time, at the place where this policy is underwritten to an amount not exceeding the amount(s) above specified.</p> <p>Against loss resulting from the liability of the Assured to others for loss or damage to third party goods and merchandise, including principally:</p> <p>caused by any of the perils enumerated herein for which loss or damage the Assured is liable, either to the driver of or under bills of lading, or other shipping receipts. This requires strictness and covers the Assured's liability with respect to accelerated contracts or bills of lading when the same is subject for shipment and to the extent of transit under the terms of the United States and Canada (as or on the automobiles operated by the Assured designated herein, the Company's liability on each truck not to exceed the amount specified therein.</p> <p>This policy covers the Assured's liability within a radius of _____ miles from the office at _____ shown on the policy:</p> <table border="1"> <thead> <tr> <th>Perils</th> <th>Rate</th> <th>Amount Insured</th> <th>Year (Month)</th> <th>Motor Vehicle</th> <th>Serial Number</th> <th>Type of Body</th> <th>Tonnage</th> <th>Trade Name</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> </tr> </tbody> </table> <p>Counteragent: _____ Agent: _____</p>				Perils	Rate	Amount Insured	Year (Month)	Motor Vehicle	Serial Number	Type of Body	Tonnage	Trade Name									
Perils	Rate	Amount Insured	Year (Month)	Motor Vehicle	Serial Number	Type of Body	Tonnage	Trade Name													

MOTOR TRUCK CARGO INSURANCE	
(Truckmen's Form—Receipts Basis)	
Attached to and forming part of Policy Number _____	
Issued to:	at Agents:
By:	Date:
<p>This policy covers the liability of the Assured as carrier, bailee or warehouseman under bill of lading or shipping receipt issued to the Assured, for direct loss or damage to property hereinafter specified, on shipment of lawful goods, or merchandise hereinafter called Property, consisting of:</p> <p>while loaded for shipment and in transit in or on vehicles owned, leased or operated by the Assured (or vehicles described below or in schedule attached to and forming a part of this policy) within the Continental United States and Canada:</p>	
This Company's liability is limited to:	Dollars \$5
for loss of or damage to Property upon any one vehicle,	Dollars \$5
and to:	
an amount of claims arising out of any one disaster at any time.	
<p>The Assured agrees to keep an accurate record of all gross receipts (collected or uncollected) from its trucking business during the term of this policy and to report to this Company on or before the fifteenth (15th) day of each month succeeding the month in which this policy is issued, the full amount of such receipts for the preceding month in such time as to allow the policy period, and to pay to this Company monthly an agreed premium equal to _____ of such receipts. All records pertaining to such receipts shall be open to inspection at any reasonable time by any duly authorized representative of this Company.</p> <p>For the purpose of this contract the term "gross receipts" shall mean the charges for delivery, packing of goods, preparation for loading, including the handling thereof in loading and unloading, and the actual charges for transporting the goods from original location to destination.</p> <p>Regardless of anything to the contrary expressed in this policy, it is agreed by the Assured that should any monthly report not be rendered and the premium applying thereto not be paid to this Company or its duly authorized agent on or before the due date indicated herein, this policy shall terminate automatically upon such due date of non-payment, and it is agreed by the Assured that no further notice of the termination or expiration of this policy is or shall be necessary; however, the premium which shall have been earned up to the date of such termination or expiration shall be due and payable.</p>	
THIS POLICY INSURES	
The Assured's Liability for Loss of or Damage to Property Insured Hereunder Directly Caused by:	
(a) fire, including self-ignition or internal explosion of the vehicle	(f) perils of the seas, lakes, rivers or inland waters while on transit only
(b) collision, i. e., accidental collision of the vehicle with any other vehicle or object (the striking of curbing or any portion of the roadway or the striking of rails on ties or street, steam or electric railroads, or contact with any stationary object in loading or unloading purposes, or the coming together of trucks and trailers during coupling or uncoupling, shall not be deemed a collision).	(g) cyclone, tornado or windstorm, excluding loss or damage caused by hail, rain, sleet or snow, whether or not driven by wind.
(c) overturning of the vehicle	
(d) collapse of bridges or docks	
(e) rising, overflowing waters or river floods	
THIS POLICY DOES NOT INSURE	
The Assured's Liability For	
(a) loss of accounts, bills, currency, evidences of debt, securities, money, notes, jewelry or similar valuables under any circumstances	(b) loss or damage to paintings, statuary, and other works of art and articles of value, except against absolute total loss in specie caused by a peril insured against
(c) damage to the vehicle, tarpaulins or fittings, or property carried gratuitously or as an accommodation	(d) loss or damage to goods, including loss or damage resulting from fire, explosion, or other perils, or from any other cause, except against absolute total loss in specie caused by a peril insured against
(e) loss by leakage, breaking, marring or scratching or by other, rough handling, poor packing, war or damages, or by being soaked, discolored, mould, rusted, heated, cooled, stained, steamed or changed in flavor except the same be the direct result of a peril insured against	(f) loss by breakage of eggs unless resulting from a peril insured against and only if the loss amounts to 50% of the value of each shipping package, no loss to be paid in excess of \$200.00
THE PROVISIONS PRINTED ON THE BACK OF THIS FORM ARE HEREBY REFERRED TO AND MADE A PART HEREOF.	
	Agent: _____



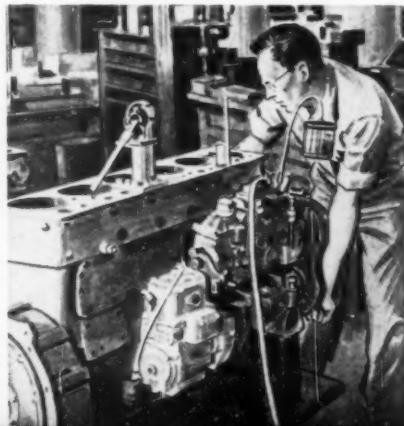
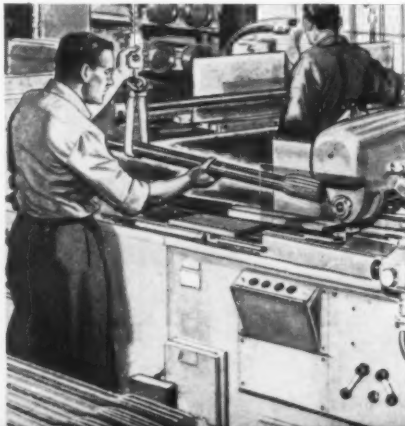
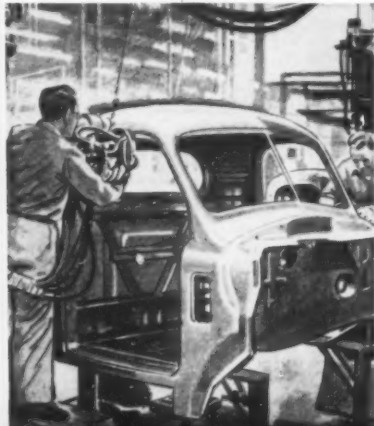
On our production lines... where each Mack may be different! Matching up the right components, as a succession of individualized Macks comes down the line, is a mighty demanding task—one that few manufacturers can tackle. But it's an old story for Mack... pioneer in the custom-assembling of heavy-duty trucks and specialist in building the most efficient truck for today's important jobs.

How Macks are

Some driver's going to be in luck!... thanks to the comfort of this Model B cab. Owners are in luck too, for Mack cabs offer minimum upkeep requirements, ready access to all working parts and special mountings that cushion the whole assembly against road shock. Cabs ride more quietly and comfortably, and maintain their rugged good looks for years.

You get extra work out of Macks because extra work goes into Macks. For instance, Mack axle shafts have greater endurance, size for size, and many times the shock resistance of any others. One reason is their exclusive involute splines—here shown being cut—which give greater shear resistance. Another is the ultra-hard surface and interior toughness imparted by Mack's unique graduated heat-treatment.

Every Mack engine and component is thoroughly tested through every stage of manufacture. Mack Thermodyne® diesel engines are noted for running hundreds of thousands of miles without overhaul in major fleets. These engines are unrivaled for economy and dependability in heavy-duty operation. They have sparked Mack's big lead in the sale of diesel trucks since 1953.





custom-built on our assembly lines

One look at Mack production lines and you'll see why every fleet operator can have units made to match his operating requirements.

For Mack has evolved a miracle of production control that allows us to send a succession of different models down the same line. Each Mack fills a separate order . . . each one is assembled from a selected combination of interchangeable stock Mack components—engines, frames, transmissions, front and rear axles, brakes and accessories.

That's why we can translate your operating conditions into the Mack trucks and tractors—COE or conventional—that most exactly meet your needs

for capacity, terrain, legal requirements, economy and safety. And while they may differ physically, all Macks have one thing in common . . . *quality*. For you just can't buy a Mack that's anything less than the finest equipment of its kind. Mack Trucks, Inc., Plainfield, New Jersey. In Canada: Mack Trucks of Canada, Ltd.

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Executive Offices: 4684 Leavenworth, Omaha, Neb.

CHECK NO. 25 ON HELP-O-GRAM CARD

26

to or from a post office in the custody of say, a messenger, or private or public cartman, or the assured's own vehicles. As some policies do not cover shipments by messengers, an extension may be necessary if the assured frequently employs them.

"Simple as the words "in transit" may seem, defining them has caused great difficulty. One case involving transshipment hinged on a determination of when "in transit" stopped and "in storage" began. The court determined that goods might be in transit even while in storage. It said, however, that they must "not be in storage without effective order to ship." (In this particular case, there was no effective order and the claim for insurance was denied.)

merchandise in storage

"Generally speaking, if the merchandise is under the protection of a bill of lading while in storage by the carrier, then the transit policy is in force, but the moment the merchandise moves from a carrier's bill of lading to a carrier's warehouse receipt, such protection ceases.

"Shipments often stop off at packing houses to be consolidated or remarked for forwarding. This has caused dispute as to whether they are still in transit. This situation can be taken care of simply enough by adding the following paragraph to the policy:

"Where the assured or the consignee employs the services of a packing company to consolidate and/or repack and/or remark and/or forward shipments insured hereunder, such shipments are insured both in transit and while in custody and/or on the premises of the packing and/or consolidating company. The packing and/or consolidating company are not to be construed for the purpose of this insurance as being the agents and/or representatives of either the assured or the consignee."

"Another important feature of transportation insurance is consequential damage coverage. In case of a multi-part machine, this feature specifies coverage against loss or damage to individual parts. The assured has the option, however, of replacing the lost or damaged parts, with the insurance covering the cost of replacement, plus expenses of forwarding and installing, up to the value of the whole unit.

"Consequential damage insurance also covers merchandise other than machinery. It specifies that the assured will be reimbursed for the value of the entire property, if damage or loss of any part makes it unusable."

Shipping Management — National Hi-Way Shipper



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—and need it
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IT'S THERE IN HOURS... AND COSTS YOU LESS!

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CHECK NO. 39 ON HELP-O-GRAM CARD

February, 1959





Air Van Pak is sturdy, waterproof, and lightweight. It completely eliminates the need for costly cargo rehandling.

Export household movers are utilizing roll-on, roll-off vessels extensively in transporting foreign-bound goods.



● According to a survey just completed by the Department of Commerce, the next decade should witness the greatest invasion of Europe and Latin America by U.S. companies and top-level personnel in history. With close to \$28 billion invested in foreign facilities, some 3,000 major American firms are already deeply involved in some kind of overseas operations and others are preparing to hop on the bandwagon.

What does all this mean to the distribution executive assigned the task of moving the household effects of relocating personnel? It means, first of all, that the overseas shipping of household goods is destined to become an increasingly important facet of his traffic activities. It also means

Shipping Management — National Hi-Way Shipper



WHAT YOU SHOULD KNOW ABOUT EXPORT HOUSEHOLD MOVING

that the time is ripe for him to bring himself up to date on the most significant aspect of the relocation tasks ahead of him—the packing of household goods so that they will be afforded maximum protection in transit.

Nowhere in transportation have export packing procedures advanced so rapidly in efficiency, safety, and economy as in the household moving field. New techniques and equipment, the majority of them relying extensively on the latest developments in containerization, have revolutionized overseas household moving. As a matter of fact, some of the procedures and packing components currently being utilized by movers are so effective that they are being adopted on a wholesale scale by a growing number

of firms with significant export operations.

For example, take Neptune World Wide Moving's new lightweight *Van Pak*. Constructed of wood frames and a specially treated fiber cover with sealed seams, the unit is specifically designed for shipments traveling via air cargo or water. It is sturdy, dependable, geared to modern handling, and extraordinarily water-resistant.

In a recent demonstration conducted by the mover, an *Air Van Pak* was doused with water for a full 45 minutes with no damage whatsoever to its contents. A *Sea Van Pak*—capable of supporting a fully loaded metal container weighing more than 4,500 pounds without damage to the pack or its contents—withstood a thoroughly soaking water-bath for two hours in another test conducted by the carrier.

The key feature of the *Air Van Pak* and its maritime counterpart, however, is the fact that both units completely eliminate the need for cargo rehandling. Merchandise is placed in both *Van Paks* at its point of origin, is transported, and is not unpacked until delivered.

Still another major moving firm utilizing advanced packing in its handling of overseas consignments is The Seven Santini Brothers Company. One of its most outstanding containers: the *Strat-O-Van*.

Durable, highly resistant to rough handling and weather damage, and

providing maximum load capacity, the container is constructed of heavy-test, water-repellent, double-faced corrugated board. Measuring 140 cubic feet and weighing 58 pounds, it is capable of handling loads of up to 3,000 pounds.

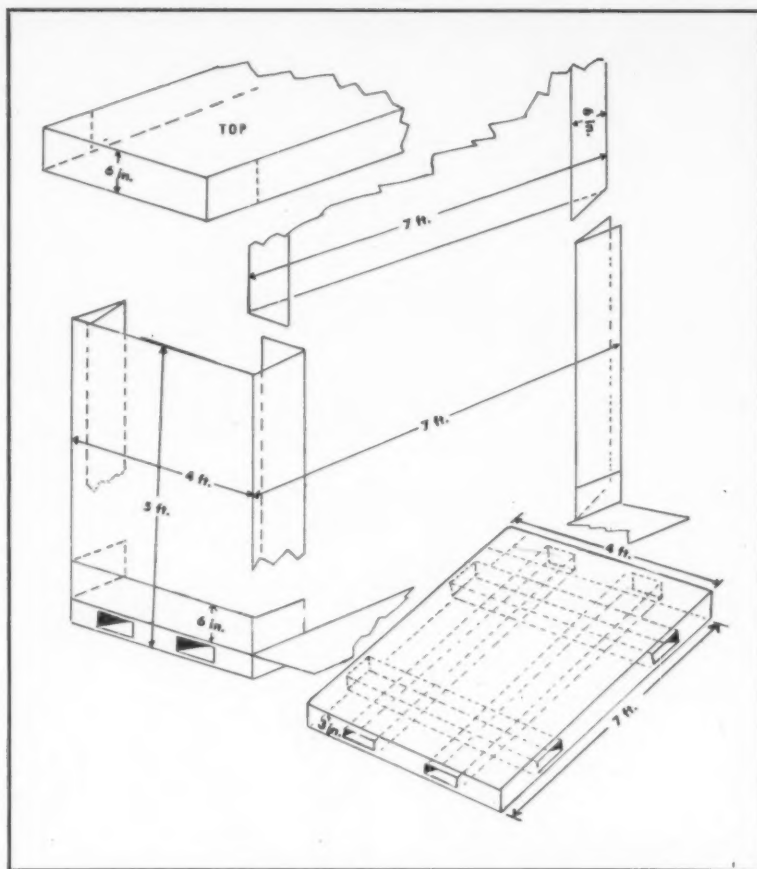
unit-load container

The *Strat-O-Van* serves as a disposable, unit-load container for the most effective utilization of air and truck space, easy handling, economy, and cargo protection. Interlocking reinforced corners add rigidity and facilitate assembly.

Bolstering the packing component's effectiveness, meanwhile, is a four-way-entry pallet base made of heavy, combed, water-resistant paper, specially selected for lightness, strength, and support of the entire bottom surface of the *Strat-O-Van*. This honey-combed base, Santini emphasizes, is capable of withstanding static loads of up to 50,000 pounds.

At Allied Van Lines, the accent is also on up-to-the-minute packing. Waterproof and pilfer-proof containers—similar to those now used by both Neptune and the Seven Santini Brothers—are currently being utilized on a mounting scale by the carrier as keystones of its rapidly expanding global household moving service.

The same holds true for North American Van Lines, where the em-



phasis is likewise on more effective export shipping through containerization. *Operation Gyroscope*, an experimental moving program launched by the Army a while ago and in which North American is an active participant, is a prime example of the line's use of new and improved household moving techniques.

As part of *Operation Gyroscope*, 30 North American vans, loaded with furniture belonging to more than 300 Army families, were driven aboard a special Navy roll-on, roll-off ship at Norfolk and transported to Bremerhaven, Germany. There the trailers were met by tractors and driven directly to their destination.

Reports North American: under the old system, a commercial moving company had to pack and crate the serviceman's goods at his home, cart the crates to a port of embarkation, and load them aboard a ship.

At the port of debarkation, the crates had to be unloaded, placed aboard a truck, and forwarded to their destination. Result: unnecessary handling, greater expense, and heavy loss and damage—all of these apparently eliminated under the system employed by *Operation Gyroscope*, in still another graphic demonstration of the strides being made by household movers in the transport, containerization, and handling of household goods moving overseas.

TRANSPORTATION *Profile*

Reports Sidney Epstein, Director of Operations, Neptune Moving & Storage Company: "There are two factors of paramount importance which must be considered by the traffic executive when handling an overseas shipment of household goods.

1. In selecting a transport company to do the job, he should first make certain that the carrier furnishes the personalized service—embodying a packing, handling, and transport approach suited precisely to each individual shipment—so vital to the safe and sure delivery of exported household effects.
2. The traffic manager would do well to check into the equipment operated by the carrier in order to make sure that his consignment will be moved efficiently and economically."

Mr. Epstein ought to know. First as assistant TM, then TM, and now Director of Operations at Neptune, he has played a commanding role in making the firm's overseas, as well as domestic, household moving oper-



Sidney Epstein, ops director at Neptune, feels export movers must stress personal service and top equipment.

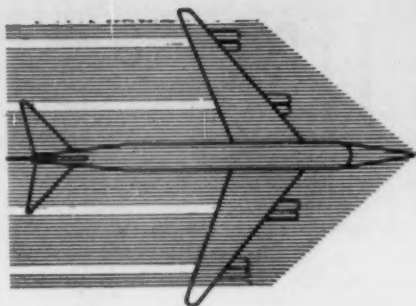
ation one of the finest in the nation.

Few men in the field, moreover, know all aspects of household moving so intimately. The 36-year-old director has spent virtually his entire life in the industry—working as a manual laborer, driving a van, running his

father's household moving business, and eventually joining Neptune in an administrative capacity.

Under his traffic-transportation supervision, Neptune has registered numerous "firsts" in moving. Outstanding triumphs include being the first household mover to establish all commercial service to Europe and being the first outfit to haul the household effects of military personnel for the Defense Department.

Mr. Epstein's duties cover a wide area. Overseeing a 35-man traffic staff, as well as 300 drivers, laborers, and other operational personnel, he is responsible for nearly every facet of hauling and storage at the company, from the direction of local and long-distance trucks through export activities, the formulation of rates and routes, specialized sales, electronic sales, and materials handling—and, as Director of Operations Epstein puts it, "those unpredictables that are always popping up in the household moving field."



AIR CARGO NEWS

Acting in response to complaints from shippers that embargoes on air freight are being established without adequate advance notice, the Civil Aeronautics Board has amended its economic regulations. Of special interest to air cargo users is Part 228, newly adopted by the board, which defines the term "embargo" and outlines provisions for the public posting of embargo notices. The section also describes the content of such notices and provides for their distribution, modification, and termination.

Reports the CAB: "The purpose of Part 228 is to assure as much advance notice of embargoes as circumstances will permit, so as to relieve shippers of the penalty of 'added expense and loss of time' which has 'frequently resulted from lack of reasonably adequate notice.'"

As defined by the air agency, embargo means "the refusal by an air carrier, for a limited period, to accept for transportation over any route or segment thereof, and to or from any area, or point, or connecting carrier, any commodity type or class of property fully tendered. Refusal to accept property for transportation in accordance with restrictions and limitations in the tariff or the certificate of an air carrier shall not be deemed an embargo."

The new ruling also provides for immediate public notice when an air carrier finds the imposition of an embargo necessary, except when such notice is authorized by the board. In any event, such notice shall be given "in no less than 24 hours before the embargo becomes effective."

American Airlines has inaugurated coast-to-coast Boeing 707 jet service linking New York and Los Angeles. At present, the carrier is flying one non-stop flight in each direction. A second daily flight will be added this month.

With its jet operations moving into high gear, American has also launched Lockheed Electra prop-jet service between New York and Chicago, with six daily non-stop round trip hops.

Northwest Airlines is the latest carrier to switch its Detroit operations from Wil-

low Run to the Metropolitan Airport, 14 miles and 20 minutes closer to the heart of Detroit. American and Allegheny made the shift late last year.

Ship extensively to Africa? The Scandinavian Airlines System is now operating express, one-carrier flights between New York and four key cities in Africa. Flights include: New York to Cairo, Sunday and Thursday; New York to The Sudan, Thursday and Saturday; New York to Nairobi, Saturday; New York to Johannesburg, Thursday.

Lufthansa has added Cairo to its expanding network of routes . . . Northeast Airlines has inaugurated direct air service between New York and Fort Lauderdale, Florida.

Ozark Airlines has placed an order for three Fairchild F-27s. The line, first local carrier in the midwest to order turbo-props, expects delivery this June or July.

Swissair DC-6A Cargoliner Service is moving into high gear. In photo below, an airfreighter is being loaded for a trans-Atlantic hop.



WING



TIPS

Understanding how international air freight rates are computed could be the key to substantial cost reductions in your sky cargo charges. Here's what you should know about the rate structure governing overseas consignments.

Basically, international air freight rates and fees are based upon (general) all-commodity and specific commodity rates. Air carrier freight tariff rates are computed on a per pound basis for airport to airport carriage.

Since all rate structures attempt to encourage shipments of 100 plus, there are rate reductions of 25% on shipments over 100 pounds in weight.

In addition, many commodities currently crossing the Atlantic are eligible for lower specific commodity rates. These rates, between the U.S. and a variety of overseas points, cover a wide assortment of goods and are frequently bi-directional.

A 100 pound shipment of finished textiles, moving between New York and London, for instance, is qualified to receive a specific commodity rate of 50 cents per pound. Thus it would cost \$50 to ship via air cargo, as compared with a \$91 tab—91 cents per pound—provided by a general commodity rate.

The air shipper must remember, though, that rates do not include door-to-door service and that there is a minimum charge per overseas shipment varying with its destination. Shipments with a high per pound valuation, moreover, are subject to valuation charges ranging upward from 10 cents per \$100, with a minimum charge of no less than 25 cents per consignment.

Renault of France has taken to the skies in delivering spare parts for its Dauphines to dealers in the United States. According to officials of the auto company, the higher cost of air cargo has been offset by a substantial reduction in handling and packing costs and the elimination of "middlemen shippers." Reduction in delivery time over surface shipping methods: A full eight weeks!

Shipping Management has learned that the British Overseas Airways Corporation plans to launch deHavilland Comet 4 jet service between London and Far Eastern and Australian points later this year. Scheduled for 1960: South American destinations.

Tentative BOAC flight plans call for four weekly cargo and passenger hops linking

London and Tokyo beginning in April and increasing to five in July. By the end of '59, BOAC expects to launch five-flights-per-week service between London and Sydney and four flights weekly to Johannesburg . . . Trans Marde Cortes of Mejico is blueprinting a new air service between Los Angeles and La Paz, Baja California.

The International Air Transport Association has added its 87th member, with the admission of Ethiopian Airlines to the organization. Ethiopian, with headquarters in Addis Ababa, is currently operating scheduled flights to 30 points within Ethiopia, as well as to Cairo, Frankfurt, Khartoum, Asmara, Nairobi, Aden, and Yemen.

Now under serious Air Force consideration is a new, fully automatic air freight handling system which, AF officials hold, "could drastically change the global movement of military supplies and speed civilian and military airlift operations."

Developed by the Lockheed Aircraft Corporation, Marietta, Georgia, and geared to the Lockheed C-130—being used on an expanding scale by the Air Force—the system includes a portable dock and low boy trailer 48 feet long. It permits the loading aboard a C-130 of from 18 to 20 tons of cargo in just 20 minutes.

Here's how the Lockheed procedure works. Cargo is assembled in advance on lightweight pallets, carrying up to 3-1/2 tons of freight each. The pallets are then coupled together into a "train" and battery powered electric winches move the train into and out of the C-130's cargo compartment quickly and easily. Automatic locking devices secure the pallets for safe shipment.

Operations of the Civil Aeronautics Administration have been formally transferred to the new Federal Aviation Agency. Some 27,000 CAA employees are being reassigned to posts within the FAA.

The British Overseas Airways Corporation has inaugurated daily jet flights between New York and London. Departure time from New York International Airport is 9 PM. Westbound from London: 10:15 AM.

shippers' delivery forms used to slash receiving paperwork

Searching for a short-cut calculated to slash receiving paperwork? Here's one being used at the B.C. Electric Railway Company, Victoria, Canada, with top-notch results.

B.C. used to fill out a special receiving form covering every inbound shipment. Not any more, though. The firm now relies extensively on the shipper's delivery form or packaging copy for its "goods received" report.

As materials are received at B.C., the delivery slips attached to them are immediately rubber-stamped with the appropriate purchase order number; date of receipt; account number; and the name of the receiving clerk in charge.

Inbound items are also checked to see to it that the quantities and descriptions of the goods listed on delivery slips match up with the actual contents of incoming containers. The processed delivery slips are then dispatched to "Accounts Payable," where they are attached to the proper invoice.

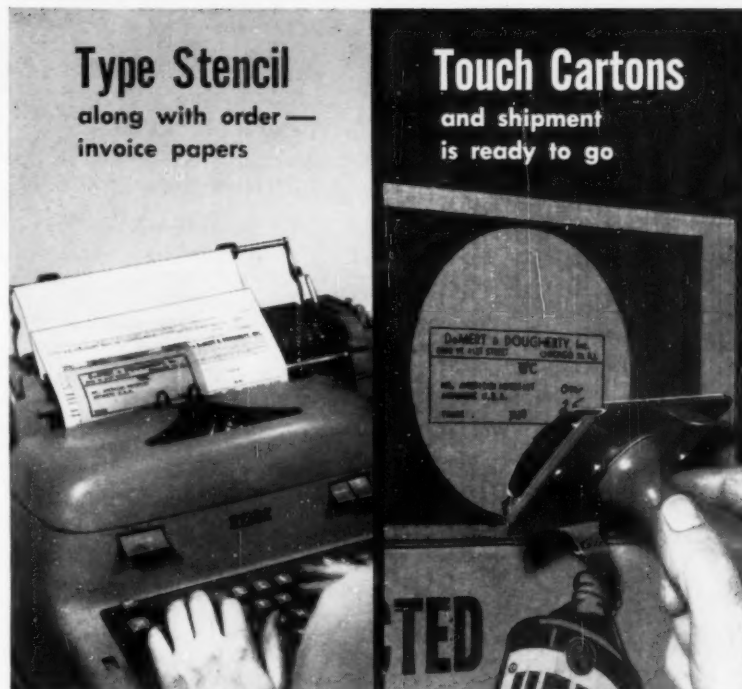
As an outcome of the new system, B.C. has reaped a number of key cost-cutting, time-saving benefits. Chief among these: A significant reduction in the paperwork involved in transcribing data from delivery slip to receiving report; a sharp decline in clerical errors; and a smoother, faster receiving operation.

In a recent issue of *Traffic Jottings*, published by the Traffic Club of Hudson County, N.J., this item of interest to traffic club members everywhere:

HOW TO KILL A TRAFFIC CLUB

1. Don't come to meetings.
2. If you do come, come late.
3. If the weather doesn't suit you, don't even think of coming.
4. If you do attend a meeting, always find fault with the work of the officers and members.
5. Never accept an office. It's easier to criticize than to do things.
6. Get sore if you're not appointed to a committee. But if you are—don't attend its meetings.
7. If asked by the chairman to express an opinion regarding some important matter, tell him you haven't anything to say. After the meeting is over, however, tell everyone how things ought to be done.
8. Do nothing more than is absolutely necessary. But when others roll up their sleeves and willingly and unselfishly use their ability to help matters along, howl that the organization is run by a clique.
9. Hold back your dues as long as possible or don't pay at all.

February, 1959

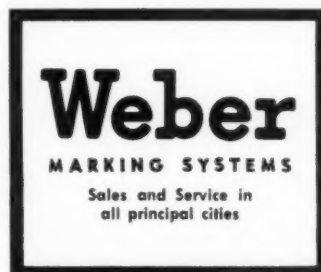


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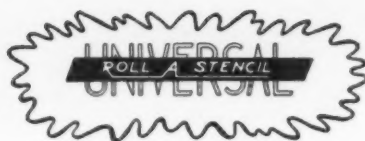
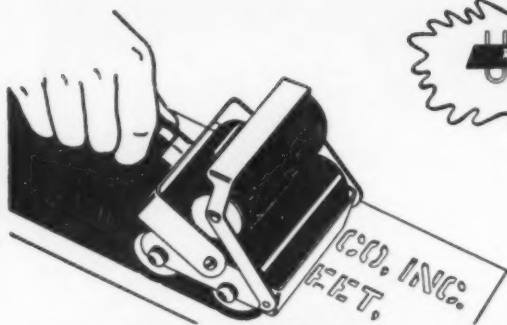
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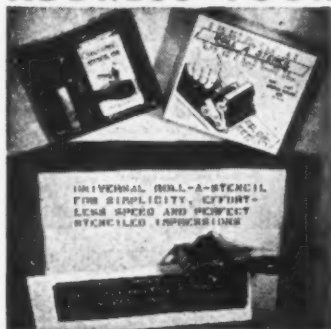


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Patent Pending

A BRAND **NEW** WAY TO STENCIL ADDRESS YOUR SHIPMENTS . . .



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- "ROLL-A-STENCIL" advanced design with self contained ink roller holds enough ink to stencil all day on one inking.
- **TWIN ROLLERS** smoothly roll perfect stenciled impressions in one rapid stroke with no effort!

Our surveys show that shipping departments welcome this completely new and faster method - **Order your set today on a money back guarantee.** Set shown includes pint can of ink and pouring spout . . . **\$10.50** plus postage.

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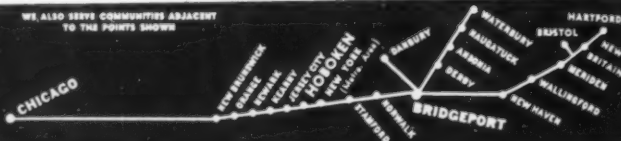
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34

Macmillan

(Continued from page 9)

orders daily, processing these orders within 24 hours of the time they're received.

To keep its fabulous operation functioning smoothly, the book publisher has looked far into the future and come up with a variety of advanced shipping, handling, and warehousing procedures.

Nerve center of the entire operation is a graphic pegboard panel and inventory card control system, assuring constant inventory control. The pegboard panel and card unit is supervised by Delran's traffic dispatcher, who thus has fingertip control over a huge inventory of millions of different books.

traffic control setup

From a strategically located traffic control point, the dispatcher is in constant contact—via two-way radio—with a fleet of fork lift trucks spotted throughout the building's larger storage areas. Instructions covering the movement of book orders are radioed directly to fork lift operators by the dispatcher. Further expediting book handling at the Delran unit is the fact that 20 per cent of all available storage space is deliberately kept free at all times, ready to accommodate unexpected merchandise at a moment's notice.

Basically, in order to attain maximum warehousing efficiency at minimum cost, Macmillan has divided its storage space at the center into three parts: reserve storage, active storage, and bin picking.

Activities in the reserve storage area hinge on the use of 32" x 40" pallets, capable of holding 800 books each. Merchandise-laden pallets in this section are stacked four high for easy and effective handling.

Active storage areas, on the other hand, are used primarily for the picking of large quantity orders of books. A combination of pallets and racks is employed here.

Smaller book orders, meanwhile, are filled in the bin picking section. There, cubicles for each of Macmillan's more than 7,500 active titles ensure swift, smooth order processing.

Generally speaking, orders of 10 books or less are handled in small tote boxes and are picked manually. These tote boxes are automatically routed along a unique conveyor system running parallel to the picking area—an adjustable routing arm on each box designating the next stop.

When a tote box has halted in the

Shipping Management — National Hi-Way Shipper

appropriate place, an order picker operating in that section supplies the required books and resets the routing arm for the next stop. The tote unit then continues through the picking area, moves onto an express conveyor, and halts at a checking station. Passed, the tote box and its order of books proceed to the packing area where the outbound consignment is prepared for shipment.

The system employed in the preparation of larger orders is as follows: all large orders are picked in the active storage area. Surrounding this section is a sub-floor tow-line arrangement, over which small carts—with a capacity of 350 books each—are moved from point to point. These carts are so designed that they may be engaged or disengaged from the towline quickly and easily.

As in the processing of small consignments, book orders in this area are filled by order pickers. Once a picker on the line has completed his task, he adjusts the controls on the cart in front of him and the vehicle is returned to the tow-line.

Upon reaching the next point at which books are to be added, the device automatically sidetracks the cart to receive a new load. It is then returned to the tow-line again and moved to a packing table for packaging and shipment.

checking outbound goods

In the procedures it has established for the checking and packing of outbound orders, Macmillan has gone all-out once more to use the most advanced equipment and ideas. Small orders in tote boxes are moved via conveyor to checkers on the building's mezzanine level. Preventing orders from becoming mixed or confused during this operation is an ingenious electronic and electrical-mechanical traffic system.

After being thoroughly checked, small orders move down an inclined gravity conveyor to the Delran facility's packing area. From their position on the raised mezzanine level, checkers overlook the packing department. Thus, by resetting the routing pin on a given tote box, a checker may designate the exact packing station at which an order is to be packaged.

Large orders, on the other hand, travel the tow-line route to a point opposite the packing area. The carts carrying them are automatically disengaged and remain stationary until they are checked. When a cart has been passed, it is rolled a short distance to a packing table, its contents are packaged, and the cart is returned to the line.

Ready to move, completed book

orders travel down a special conveyor. Along the way they are weighed, stamped, and sealed. Some proceed to the U. S. Post Office sub-station established right at the Delran facility; others, mostly larger parcels, travel to the center's loading dock, designed to handle six tractor-trailer combinations at one time.

A final check and Macmillan's books are on their way to points around the globe—the final phase of an operation virtually unrivaled in its efficiency, speed, and economy, as well as its use of techniques certainly destined to exert a profound influence on industrial distribution for years to come.

storage control chart sparks firms warehousing operation

A simple, yet extremely effective, storage control chart is the key to efficient warehousing at Federal Pacific Electric's new Newark, New Jersey, storage center. The chart provides a quick and accurate check on the location of all merchandise on hand, as well as "open" space.

Using the storage chart, one man—through the medium of two-way industrial radio—directs the movement of laden mh equipment from a strategically-placed point in the 65,000 square foot warehouse.

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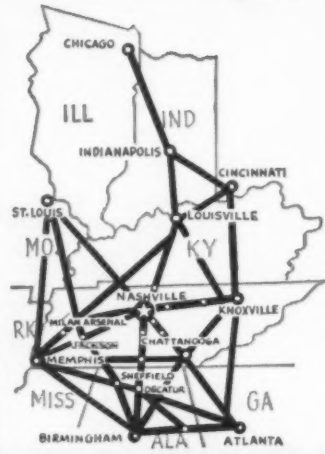
Atlanta	TRinity 6-4881	Hartwell, Ga.	FRanklin 6-2631
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Augusta	PArk 4-5558	Monroe, Ga.	6261
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LISTEN, MR. TRAFFIC MANAGER

Recently I had the opportunity to conduct a thorough inspection of one of the most modern and up-to-date trucking terminals in the country. This terminal had undergone complete modernization after several years of planning on the part of its owners. Not only did they modernize it and put in the most up-to-date materials handling equipment, but they also installed the best equipment for their clerical and paper work procedures, as well as their truck dispatching.

The visit pointed up the beginning of an era in which traffic managers, particularly industrial traffic managers, can no longer work on the assumption that their equipment is the best and that their systems are the best, and that because of this the carrier must conform to their ways.

Following my inspection tour I sat down with members of the trucking concern and discovered the need of the trucking industry representatives and members of industrial traffic departments to meet and solve their problems jointly.

With increased modernization of trucking facilities, the ability to handle freight is increased in almost direct proportion. With service the key

factor in competition between truck lines, every effort will be made by all lines to increase service.


However, the industrial traffic manager should realize that his obligation is to his customer. In addition to the facilities of the trucking company he also holds some of the tools to faster delivery. Therefore, the industrial traffic manager must realize that he has to conform to several of the factors which make trucking terminals efficient.

check with carrier

In our own operation, for example, we feel we have one of the most modern, up-to-date methods of handling, assembling, and loading shipments. Despite this, however, we found in talking to the representatives of this trucking line that our methods prevented, in some instances, the fast delivery service which they were prepared to give. By altering some of our own methods or procedures, we would conform with procedures used by the trucking line and effect very rapid delivery.

All this indicates that no longer can industrial traffic managers and mate-

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rials handling experts go off in a corner and solve their own particular problems without being familiar with problems and procedures of the carrier.

We cannot condemn industrial traffic managers without condemning trucking companies which are putting in these improvements. The initiative for the particular visit I made was my own. It is my feeling, after making the tour, that the trucking company should have been aggressive enough to convince me of the value of a visit to their terminal, in view of our common problems.

It was only after a lengthy discussion that the problems were brought to light, and then somewhat gently as I was considered a buyer of their services. I feel that any good traffic manager would welcome constructive criticism by an up-to-date trucking concern, and should be called in if problems exist. Only through this type of cooperation can both parties work for their mutual benefit.

It is entirely conceivable that an industrial traffic department conforming to some of the wishes of a trucking company can obtain a lower rate through the economies brought about in the trucking terminal's handling of freight. Claim prevention can also fall into this category. If we industrial traffic managers, through cooperation with carriers, can reduce transit time and costs, it is to our benefit as well as the benefit of our own customers to do so.

In planning materials handling systems and shipping procedures the industrial traffic manager should take into consideration the trucking facilities with which he will deal. Conversely, the trucking companies should be elastic enough to cope with variations in handling systems of the customers they serve. In any event, it would be wise to have as much interchange of information between truckers and industrial traffic managers as possible.

jumbo rubber containers step up liquid shipments

Looking like mammoth toothpaste tubes, jumbo-sized rubber containers—equipped with plastic liners—are mounting in popularity among firms shipping beverages and liquid foods via motor carrier. Manufactured in various sizes up to 4,000 gallons, the units are collapsible. Consequently, shippers do not have to pay a round trip rate for a one-way haul.

Since their introduction a little more than a year ago, the rubber containers have been assigned to haul

24 different commodities by a variety of companies. These commodities in-



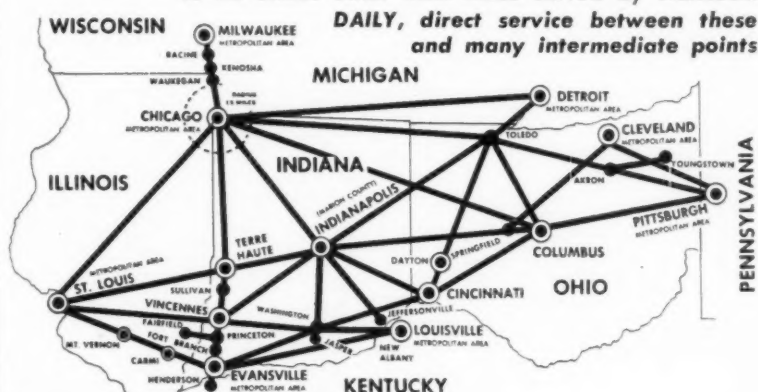
clude such diverse liquids as phosphoric acid, fish oil, diesel oil, and glue.

The typical container is produced of four-ply of rubber-coated rayon tire fabric and treated with an outer coating of oil and weather-resistant neoprene. Both ends are securely sealed by metal closures resembling spinal columns.

Due to the component's extremely flexible structure and design, it can absorb the expansion or contraction of its contents without open venting—a safeguard against the possible release of explosive and noxious vapors.

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Air cargo roster

(Continued from page 20)

West Sixth Street; New York, 537 Fifth Avenue; Miami, 101 South East 7th Street.

Pan American Grace Airways—HQ: 135 East 42nd Street, New York.

Pan American World Airways—HQ: 135 East 42nd Street, New York. Cargo offices: Boston, 100 Federal Street; Chicago, 30 South Michigan Avenue; Dallas, 108 South Ervay Street; Los Angeles, 6th & Grand Streets; Miami, 2 Biscayne Boulevard.

Qantas Empire Airways—U. S. HQ: 350 Post Street, San Francisco, California. Cargo offices: Boston, c/o BOAC; Chicago, c/o BOAC; Dallas, c/o BOAC; Los Angeles, 506 West 6th Street; Miami, c/o BOAC.

Ransa Airlines—U. S. HQ: None. Cargo offices: Miami, International Airport; New York, 30 Church Street.

Real Airlines—U. S. HQ: 244 Biscayne Boulevard, Miami. Cargo offices: Chicago, 516 South Michigan Avenue; Dallas, 3715 Dickason Avenue; Los Angeles, 9870 Wilshire Boulevard; New York, 666 Fifth Avenue.

Riddle Airlines—HQ: International Airport, Miami. Cargo offices: Chicago, Midway Airport; Los Angeles, 6399 Wilshire Boulevard; New York, New York

International Airport; Philadelphia, International Airport.

Sabena Belgian World Airlines—U. S. HQ: 720 Fifth Avenue. Cargo offices: Beverly Hills, 9870 Wilshire Boulevard; Boston, 72 Arlington Street; Chicago, 18 South Michigan Avenue; Cleveland, 1422 Euclid Avenue; Dallas, 810 Commerce Street; Denver, 909 17th Street; Detroit, 1249 Washington Boulevard; Houston, 814 Walker Avenue; Kansas City (Mo.), 921 Walnut Street; Los Angeles, 650 South Grand Avenue; Miami, 25 S.E. 2nd Avenue; Philadelphia, 1420 Walnut Street; Pittsburgh, 442 Oliver Avenue; San Francisco, 420 Post Street.



Scandinavian Airlines System—U. S. HQ: 138-02 Queens Boulevard, Jamaica, New York. Cargo offices: Chicago, 215 North Michigan Avenue; Los Angeles, 9474 Wilshire Boulevard; New York, 638 Fifth Avenue; Philadelphia, 3 Penn Center; St. Louis, 8th & Olive Streets; Washington, 1001 Connecticut Avenue, N.W.

Seaboard & Western Airlines—HQ: 80 Broad Street, New York.

Swissair—U. S. HQ: 10 West 49th Street, New York. Cargo offices: Chicago, 106 South Michigan Avenue; Cleveland, 1422 Euclid Avenue; Los Angeles, 740 South Broadway; Philadelphia, 123 South Broad Street; San Francisco, 171 Post Street; Toronto, 330 Bay Street.

Taca International Airlines—HQ: Moisant International Airport, New Orleans. Cargo offices: Chicago, 37 South Wabash Avenue; New York, 22 West 48th Street.

Trans-Canada Air Lines—U. S. HQ: None. Cargo offices: Boston, Hotel Statler; Chicago, 230 Michigan Avenue; Los Angeles, 510 West Sixth Street; New York, 730 Fifth Avenue.

Trans Caribbean Airways—HQ: 200 West 57th Street, New York City. Cargo offices: New York, International Airport; San Juan, Puerto Rico, International Airport.

Trans World Airlines—HQ: 380 Madison Avenue, New York. Cargo offices: Boston, 480 Boylston Street; Chicago, 37 South Wabash Avenue; Dallas, Statler-Hilton Hotel; Los Angeles, 620 West 6th Street; Miami, 36 Biscayne Boulevard; New York, 80 East 42nd Street.

TSA-Transcontinental—U. S. HQ: 666 Fifth Avenue, New York.

United Air Lines—HQ: 36 South Wabash Avenue, Chicago. Cargo offices: Boston, 156 Stuart Street; Chicago, 35 East Monroe Street; Dallas, 1220 Adolphus Tower; Los Angeles, 501 West Sixth Street; New York, 80 East 42nd Street.

Varig Airlines—U. S. HQ: 630 Third Avenue, New York. Cargo offices: Chicago, 37 South Wabash Avenue; Los

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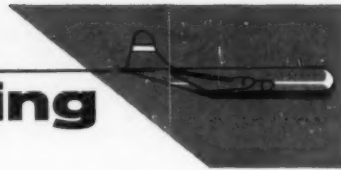
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BIG, BOLD MARKS on any surface if you use this felt tip pen. Designed for heavy duty. Use with transparent marking inks or paint-like pigments in all colors, or most industrial solvents. Check 7.

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ELIMINATE TRACING PROBLEMS with this carrier. Scheduled on line and off line. Check 10.

HIGH SPEED, uninterrupted stitching with this brand of stitching wire. Smooth, frictionless flow. Comes in 5, 10, 25 and 50 pound coils. Check 11.

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FASTER, SAFER, MORE DEPENDABLE. Get one-carrier direct trucking service coast to coast. One-carrier responsibility from pickup to delivery. Check 29 for details to help you.

SPEED AIR CARGO AND CLERICAL WORK with this airline. Less forms to fill out, simpler documentation. And there's no cargo problem too tough to handle. Check 30.

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... traffic news ...

Vincent J. Petrillo has been appointed manager of the 7 Santini Brothers' export packing division, according to an announcement by Martin L. Santini, Jr., vice president and general manager of the company's export plant. Mr. Petrillo began his career in packaging at the end of World War II, when he joined the late Jerome F. Gould in forming the Jerome F. Gould Corp., export packers and engineers. He held the position of general manager of the firm. Mr. Petrillo is a member of the Society of Industrial Packaging and Materials Handling Engineers, the World Trade Club, and other professional groups. His new headquarters will be at the 7 Brothers' export plant in Brooklyn, N.Y.

Alvin B. Beck, executive vice president of Air Express International, was unanimously elected to the Board of Directors of the firm last month. Mr.



A. B. Beck

Beck, a be-medaled ex-bomber pilot, is in his tenth year with AEI and directs all the operating divisions of the company and its subsidiaries.

W. F. Goodwin has been appointed Executive Assistant to President M. M. Gordon at Gordons Transports, Incorporated. Prior to his appointment, Mr.



W. F. Goodwin

Goodwin had been associated with the Viking Cook organization as secretary-

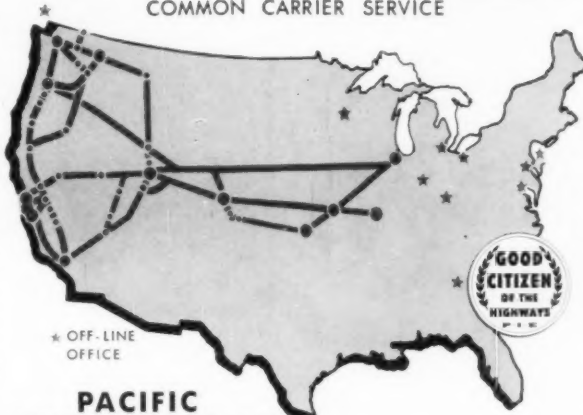
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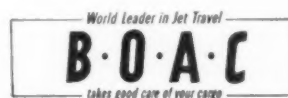
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treasurer of Cook Truck Lines and division sales manager for Viking Freight Lines.

T.I.M.E. has announced the appointment of **W. Boyd** as terminal manager at the carrier's Paris facility . . . **W.**



W. Woody

Woody has been named T.I.M.E.'s Evansville terminal manager . . . Transport Indemnity's new Canadian h.q. is located at 845 Burrard Street, Vancouver, B.C. . . . **F. H. Burr** has been elected an American Airlines director.

W. A. Towe has been appointed ops manager for T.I.M.E.'s Nashville ter-



W. A. Towe

minal . . . **J. Kobayashi**, formerly San Francisco district manager for Japan Air Lines, has been upped to acting general manager of the carrier's American Region. . . . Other appointments: **S. Van Etten**, as manager of Ryder Truck Rental's Buffalo District; **E. Guillot**, as ops manager, Port of New Orleans; **C. Christovich** as controller, Ryder System, Incorporated.

R. C. Doane, president of the International Paper Company, has been re-named a director of the National Paperboard Association . . . Ryder System appointments: **R. N. Reedy**, as senior v-p; **A. G. Bernstein**, v-p and treasurer; **C. W. Jordan**, general counsel and assistant secretary . . . Denver Chicago Trucking has named **S. B. Kellogg** to the sales staff of its tanker division . . . **G. S. Oberford** has been elected a v-p of the Flying Tiger Line.

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The Interstate Motor Freight System's Carlstadt, New Jersey, terminal has a new set of executives: **J. W. Mooney**, district sales manager; **J. F. Cooney, Jr.**, terminal sales manager; and **E. C. Howard** and **C. E. Keppler**, sales reps . . . **J. T. Sloan** has joined Interstate's sales staff at the carrier's Cleveland terminal and **G. L. Murphy** has been upped to the sales department at its Chicago facility.

Retired: **C. C. West, Jr.**, as executive v-p of Continental Airlines . . . **L. J. Kruh** has joined Interstate Motor Freight's Hartford, Connecticut, sales department . . . **J. C. Ranker**, the carrier's Pittsburgh unit.

New GTM at the Commercial Solvents Corporation is **N. Van Kirk** . . .



N. Van Kirk

J. R. Finkle has been named sales manager at the White Aircraft Corporation . . . **Gordons Transports** has appointed **R. Wesley** and **R. Beal** as sales reps in Atlanta, Georgia.

Appointed: **D. Stone**, to the sales staff of the Denver Chicago Trucking Company's Los Angeles terminal; **D. Armstrong**, as a v-p at Allied Public Relations, supervising and coordinating publicity for the Regular Common Carrier Conference; and **E. Perry**, as southwestern district sales manager for United Air Lines in Dallas.

G. B. Fink has been named TM at the Dow Chemical Company's Western Division, Pittsburg, California . . . Representing Denver Chicago in Milwaukee: **J. Gumina** . . . Joining the sales department of the Interstate Motor Freight System are **J. C. Frazee**, Columbus, Ohio; **J. W. Dorey**, Springfield, Massachusetts; and **F. J. Barbiero**, Bridgeport, Connecticut.

Thermo King has consolidated its operations under one roof at a new location in Minneapolis . . . **E. Chavez** has been named first v-p of LAV . . . **Gaynes Engineering** is now operating a new package and local testing lab service in Chicago . . . The Robertson Transfer Company of Tuscaloosa, Alabama, has become a member mover of Allied Van Lines.

where to get help

handling tips

If enhanced handling efficiency is what you're after, Booklet #1 in the Material Handling Institute's *Library of Know-How* series will more than meet your needs. Title: *The Basic Concepts of Industrial Materials Handling*.

(check 82 on Help-O-Gram card)

stacking and loading

Effective corrugated box stacking and loading needn't be king-sized headaches at your company. *Hinde & Dauch's* new edition of *How To Stack And Load Corrugated Shipping Boxes* will help point the way to a solution of your stacking-loading problems.

Listing nine basic stacking-loading rules, the pamphlet also discusses the correct way to estimate storage space,

distribute load weights, achieve more effective identification, and improve handling.

(check 83 on Help-O-Gram card)

packaging short course

Packaging "know-how" will be spotlighted during the upcoming Purdue University Industrial Short Course, set to get underway at the Lafayette, Indiana, campus on March 2nd.

Designed to bring traffic executives up-to-date on the latest packaging materials and procedures available to industry, the fact-packed two week study session will feature top packaging experts from business, transportation, and government. Container design and its relationship to damage prevention; testing; and the properties of a variety of protective packaging components are only a few of the many vital topics to be discussed during the short course.

(check 84 on Help-O-Gram card)

improved marking

Marking problems? The Weber Marking Systems' new booklet, *49 Marking Jobs*, may have the answers you've been looking for.

(check 85 on Help-O-Gram card)

shipping?

From the EAST COAST to the MIDWEST,
our NEW extended service will give you the
best, on the route of the relay.



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NEW products

portable scale

If scale portability and versatility are vital to the efficiency of your weighing operations, a new device—recently announced by the Douglas Homs Company—bears looking into.

The scale incorporates a combination carrying handle and beam guard, together with a platform lock. When engaged, the platform lock firmly secures the unit's lever system, thus eliminating the need for time-consuming rebalancing and readjusting whenever the scale is moved from job to job.



The company's *Model 105HH* has a capacity of 105 pounds, graduated by ounces; a platform size of 12½" x 16½"; and weighs 26 pounds. *Model 300HH*, meanwhile, has a capacity of 300 pounds; a platform size of 16½" x 21½"; and a carrying weight of 39 pounds.

(check 86 on Help-O-Gram card)

compact counter-sorter

Blueprinted to expedite a whole host of sorting and counting tasks is a unique office machine recently announced by the Denominator Company. Known as a *Denominator*, the device consists of a variety of compact counters, each recording and adding by one at every stroke of the key.

Individual counter units are 1½" square and weigh just over 2 ounces. Multiple unit machines, meanwhile, may be assembled in any desired size by arranging units in horizontal rows and steps—up to 18 in a row and up to 10 steps high.

(check 87 on Help-O-Gram card)

pressure sensitive tape

An improved pressure sensitive strapping tape, said to be excellent for heavy duty packaging and bun-

dling, has been developed by Permacel. Produced with a *Mylar* backing and utilizing a special transparent adhesive, *Permacel 163* is described as offering "unique waterproofing qualities and good package bonding under adverse weather conditions."

(check 88 on Help-O-Gram card)

container imprinter

A manually operated machine which imprints contents, brand, and the name and address of the distributor on the ends of shipping containers is now available from Rotary Imprinter, Incorporated. Imprinting data up to 9" wide by 6" high, the *Carton Printer* reportedly is extremely flexible, adapting to copy changes and carton size adjustments easily.

(check 89 on Help-O-Gram card)

collapsible cargo van

Expandable, collapsible, and reusable, an advanced cargo van is now available from the Jatun Products Corporation. The van is designed for land and marine shipments, and reportedly cuts labor, handling, insurance, and packaging material costs substantially.



In use, the unit has a capacity of 420 cubic feet; disassembled, it occupies 35 cubic feet. It rests on telescopic skids for easy fork lift truck handling.

(check 90 on Help-O-Gram card)

pre-coated corrugated flaps

Developed by the Stone Container Corporation, an improved corrugated carton—with pre-coated self-stick flaps designed for quick sealing by hand pressure—is now being marketed. Matching areas of latex-base coatings



on the flaps stick together on contact, providing for safe and speedy closures.

(check 91 on Help-O-Gram card)

product clearing house

Want additional info on the mechanized equipment installed at Macmillan's distribution center? Check #92 on Help-O-Gram card.

For further data on the mh units described in Torrington article, check #93 on Help-O-Gram card.

Interested in finding out more about the export household moving procedures detailed on page 28? Check #94 on Help-O-Gram card.

For additional information on polystyrene pack employed by Royal McBee, check #95 on Help-O-Gram card.

Further data on jumbo rubber containers discussed on page 37 is yours for the asking. Check #96 on Help-O-Gram card.

Interested in more info on bolt-less racks and shelves, such as those described in Tidewater story on page 16? Then check #97 on Help-O-Gram.

HOW TO USE A CHARGEBACK

● **Target:** the vendor who fails to comply with routing instructions designed to move inbound merchandise via the most economical and efficient method possible. One potent traffic department weapon: the chargeback.

At cost-conscious companies all over the nation today, traffic is performing a two-fold job with regard to incoming goods. First, it is providing suppliers with detailed instructions concerning the routing of these materials. And second, by maintaining a watchful eye on the routing procedures followed by vendors, it is uncovering costly violations of routing directions and charging the added expenses that may stem from such violations back to the vendors themselves.

Thus, by applying its transportation know-how to the methods utilized in shipping materials to their companies, as well as from them, these traffic organizations are effecting significant reductions in the freight expenditures of their firms.

Basically, when may a chargeback be leveled against a vendor? Such organizations as the National Retail Merchants Association and the National Industrial Traffic League agree that there are seven specific instances in which a traffic department is justified in issuing a chargeback. These include:

1. The use of a more expensive route by the vendor than that designated by the consignee. Example: the employment of "motor carrier 1" instead of "motor carrier 2"—despite the fact that carrier "2" offers the same service as "1" at a substantially lower rate.
2. The addition of valuation or insurance charges to the consignee's bill. Example: the vendor fails to release a given consignment at the minimum released valuation. Consequently, there is either an assessment of valuation charges or a stepped-up rate over 100 pounds.
3. The use of premium transportation without the express permission of the vendee. Example: a vendor uses air express, when motor freight is specified by the consignee and would have done just as well. Another example: a vendor is late in making his delivery. Therefore, he uses air freight instead of the motor freight specified by the customer.
4. Vendor packing and classification errors. Example: the receiver is forced to pay penalty freight charges because inbound goods were packed improperly by the shipper. Another example: additional charges leveled against the consignee because his supplier did not provide the correct description of the merchandise being shipped on the bill of lading.
5. Failure of the vendor to consolidate shipments when possible. Example: a vendor forwards two

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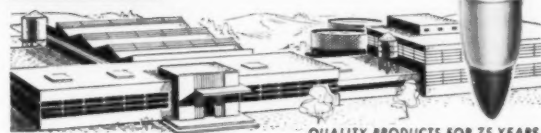
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2. "Materials Handling, Warehousing and Stacking" is a digest of money-saving methods.
3. "Heavy Loads" explains how extra-heavy shipments handle easier in Wirebounds.
4. "Pallet Boxes" shows how to handle items in bulk safely, at low cost.

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LTL consignments in one day, instead of combining them on one bill of lading and obtaining a lower rate.

6. The assessment of detention time by the delivering carrier. Example: a carrier delivers inbound merchandise and is delayed at the receiving dock. He bills the receiver. But if the vendor did not use the carrier specified by the consignee, detention charges may be charged back.
7. The assessment of unwarranted or unnecessary terminal charges. Example: a vendor incorrectly ships a truckload to the wrong destination, incurring added trucking charges. Another example: the vendor neglects to specify that delivery is to be made directly to the purchaser, despite the consignee's instructions to do so. Result: the consignee must pick up the shipment—and can charge the cost of the pickup to the vendor.

What's the recommended procedure to follow in filing a chargeback? To begin with, a chargeback form should always be prepared in triplicate. The original is then mailed to the vendor; the duplicate sent to accounts; and the third copy retained by traffic until the matter in question is settled.

In filling out a form, the name of the firm, the chargeback number, and the identification of the shipment by invoice number should be listed. Also noted: how the merchandise was shipped, the charges involved, how it should have been transported and the charges via this route, the difference between the two fees, and the reason for the chargeback.

ICC annual report now available to traffic-transport executives

The Interstate Commerce Commission's 72nd annual report is now available in bound copies from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. Cost is \$1.50 per copy and checks should be made payable to the Superintendent of Documents.

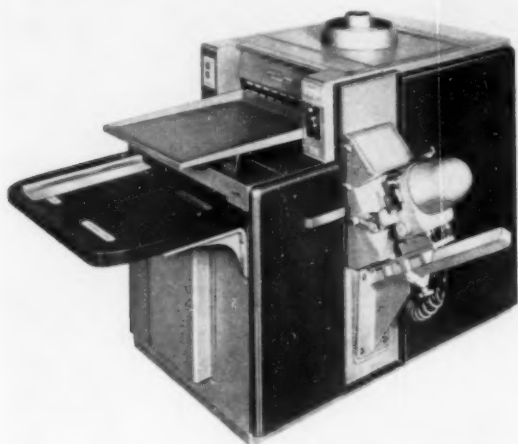
The report, sent to Congress in late December, follows the usual make-up and contains only three new legislative recommendations. Most important of the recommendations is the proposal that Congress repeal the water carrier bulk commodity exemption.

How copying machines facilitate labeling at the Jewel Tea Company

● A streamlined labeling system is saving the Jewel Tea Company an estimated \$60,000 a year. It has also stepped up the tempo of the firm's extensive shipping operation and boosted labeling accuracy significantly.

Under Jewel's former arrangement, labeling was a slow, inefficient, and expensive chore. Two copies of each order were first received from Sales. One was then detached for use as a shipping label.

This wasn't too bad, as far as it went. The big hitch, however, was that whenever additional labels were needed for back orders or multiple consignments, the original sales order had to be located and the information required on the new set of labels copied from the form by hand.



In traffic departments all over the nation, high-speed copying devices like this one are being used on an expanding scale to cut down paperwork, reduce clerical errors, and boost efficiency.

All this is a thing of the past at the Barrington, Illinois, facility today. Now only one slip of paper is received from Sales—a combination shipping label and order blank.

The procedure followed is quick and effective. Upon receipt, the order's arrival time is noted; the merchandise to be shipped recorded; and a shipping label made up immediately on one of the modern copying machines being utilized by the concern. Outbound products are then selected and wrapped; the label applied; and the order dispatched to the customer.

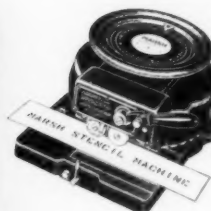
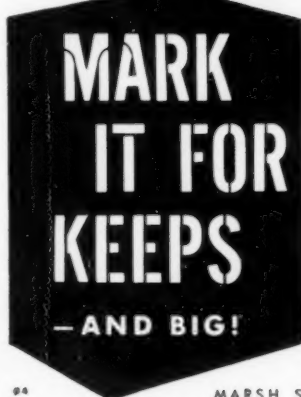
When labels covering back-orders or multiple consignments are necessary, Jewel's high-speed copying units reproduce them speedily. Five dry labels can be made at one time on each of Jewel's four copiers. Total capacity of the machines: About 20,000 labels per day.

Company officials report that the cost of reproducing labels has been slashed by over 70 percent since the copying devices took over.

February, 1959



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